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ANNUAL REVIEW AND OUTLOOK NUMBER

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, JANUARY 5th, 1917 No. 1

Welch's

"The National Drink"

THE steady increase in Welch business has on several occasions brought reductions in price. Three years ago we were able to reduce our list so that Welch's might be sold at the popular prices of 10c, 25c and 50c.

But, since that time, the costs of grapes and all packing materials have repeatedly advanced. We delayed increasing our list to meet the situation, hoping for some relief that would permit a continuance of our popular resale prices.

December 12th we were compelled to announce an increase in the 10c and 25c sizes, the latter size to be resold at 30c per bottle. There are no changes in prices of the 50c and Fountain sizes.

1917 Trade Prices:

	Lots of One or more Cases	Less than one Case
50c size (1 doz. to case)	$4.50 a case	. . . . .
30c size (2 doz. to case)	5.00 a case	$2.60 a doz.
10c size (6 doz. to case)	5.20 a case	8.75 a doz.
Fountain (8 bot. to case) . .	5.00 a case	.65 a bot.

Terms: 30 days net. No Discount for Prepayment.

Sold by leading jobbers.

The Welch Co., Limited

St. Catharines Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

A profitable cigar line for your tobacco counter

CRITICAL lovers of the weed appreciate the cool, even smoke that this big three-for-a-quarter line gives. That is why grocers find **THE ORLANDO INVINCIBLE** a "repeater" and a profit-maker.

Give the Orlando a try-out in a corner of your tobacco show-case. Prove its value for yourself.

Webster's Clear Havanas is another excellent line to feature. Try it out with your next order.

W. R. WEBSTER & COMPANY, LIMITED

SHERBROOKE, CANADA

Which are you carrying—quick sellers or dust collectors?

THE repeat orders will tell you. Occasional sales are good, but they are not the kind with which to build up a healthy, profit-making business. It's the steady repeat business that does this and that is just the kind of business that

Royal Shield Products

will bring to your store.

HERE'S a line of tried and trusty goods that will make your cash register ring and keep it ringing, too, with a constant flow of come-back sales.

There's a superiority about every product bearing the Royal Shield trade-mark that "gets" the discriminating customer, that customer whose patronage you are sometimes hard put to retain.

> Royal Shield quality will enable you to retain it, and besides it will help to obtain new trade for you and to consolidate what business you already have.

Just test the advantages of selling these reliable lines. Order a supply to-day. Get a display out on your sales counter. Recommend them to every customer and let the results convince you that Royal Shield is worth while.

Campbell Bros. & Wilson, Ltd.

Winnipeg

Campbell, Wilson and Horne, Limited
Calgary, Lethbridge, Edmonton, Red Deer

Campbell, Wilson and Millar, Limited
Saskatoon

Campbell, Wilson and Strathdee, Limited
Regina and Swift Current

If any advertisement interests you, tear it out now and place with letters to be answered.

WHAT WELL-KNOWN MERCHANTS SAY

About Artemas Ward's Famous Grocer's Encyclopedia

"It is a very fine book and we have occasion to refer to it many times." *Kimball Bros. Co.,* Wholesale Grocers, Bath, Me.

"We want to congratulate you on this excellent work. Although we have only had the book for one week, we would not take $100 for it if we could not get another copy." *F. W. Udy,* Gen. Mgr., Flat-Top Grocery Co., Wholesale Grocers, Bluefield, W. Va.

"A most valuable and interesting book and very complete." *Falk Wholesale Co.,* Wholesale General Merchandise, Boise, Idaho.

"It is a mighty fine book and it will fill a place in the library which has heretofore been vacant." *A. G. Van Nostrand,* Bunker Hill Breweries (Charlestown), Boston.

"Your book has filled a long-felt want." *E. D. Bear,* Groceries, Provisions, etc., Carlisle, Pa.

"The Grocer's Encyclopedia far surpasses our expectations. Yours has evidently been a labor of love and your book looks good to us." *L. G. Kunze,* Wholesale and Retail, Chicago.

"It certainly is a very fine book . . . The best $10 I ever spent." *John F. Schulte,* Wholesale and Retail Grocer, Cleveland.

"We are very much pleased with the production." *Corinth Grocery Co.,* Wholesale, Corinth, Miss.

"It is a wonderful book and it will be a valuable aid to the grocer who is so fortunate as to possess a copy." *G. Reddish,* Secretary, Denver Retail Grocers' Assn., Denver.

"A very attractive book and one which we should think every groceryman would be glad to own." *E. G. Whittlesey & Co., Inc.,* Wholesale Supplies, Hartford, Conn.

"I am very much pleased with it. I would not part with it for many times its cost if I could not get another one." *Wm. T. Blackman,* Blackman & Fuller, Wholesale Grocers, Hastings, Nebr.

"We wish to congratulate you upon the very comprehensive manner in which this book has been compiled." *A. M. Todd. Co.,* Growers & Distillers of Essential Oils, Kalamazoo, Mich.

"We consider it to be very valuable to us and would sooner do without a dictionary than one of these books." *Bittmann-Todd Grocer Co.,* Leavenworth, Kans.

"Permit us to congratulate you on the beautiful work which you have turned out. It is far superior to anything of the kind we have ever seen." *Chr. Hansen's Laboratory,* Little Falls, N.Y.

"The book is very beautiful and practical." *The Jones Company,* Wholesale Grocers, Louisville.

"The writer has been looking for a book of this character for a great many years, and we assure you it comes fully up to expectations. We think you deserve great credit for getting out a book so exhaustively covering the broad line of Groceries." *H. O. Rice,* V-P. Sergeant & Rice Co., Wholesale Grocers, Nebraska City.

"We have received The Grocer's Encyclopedia. Consider it more than worth the amount charged." *V. G. Wœlne,* Mgr., A. M. & J. Solari, Ltd., New Orleans.

(To be continued)

The Encyclopedia tells how to select, care for, and use all kinds of foods—and many other articles sold in modern groceries. It contains 500 *illustrations, including* 80 *beautifully executed full-page color-plates. It cost nearly* $50,000 *to produce, but it sells for only* $10.50. *Copies can be obtained from the BOOK DEPARTMENT, MACLEAN PUBLISHING COMPANY, Toronto, Canada.*

Here's a Real Achievement

The perfect production of milk products for 60 years has made

BORDEN'S

famous the world over—a name inseparable from "Milk Products of purest quality." The Borden Lines are more satisfactory to the housewife for so many purposes, it will pay you handsomely to give them prominence in your window displays. Be sure your stock is kept complete.

If you are not already acquainted with Borden selling value get a small trial supply to-day.

You will not want to be without it afterwards.

Here is the Borden list and everyone is absolutely reliable.

"Eagle Brand" and "Reindeer" (Condensed Milk) "St. Charles" and "Jersey" (Evaporated), "Reindeer" Cocoa and "Reindeer" Coffee.

Borden Milk Company, Ltd.

"LEADERS OF QUALITY"

Montreal

Branch Office, No. 2 Arcade Building, Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Waste Paper $13.00 a ton.

A

"Climax"

All teel Fireproof

Baling Press convert your waste into compact bales ready to ship and sell at the highest prices.

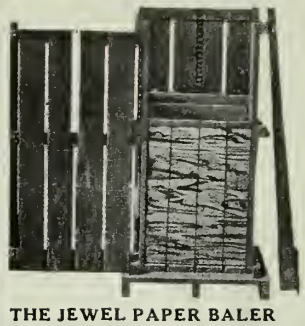
Ask us for information.

Climax Baler Co.

Hamilton, Ontario

WHY WASTE PAPER

should be baled



THE JEWEL PAPER BALER

It is worth $10.00 per ton and up.

It is more easily and quickly baled than burned or otherwise disposed of.

The JEWEL BALER means a permanent convenience and a permanent revenue.

Write to-day for full particulars re baler and paper market.

General Sales Co.

203 Stair Bldg., TORONTO

Your best customers will not thank you for paring a few cents off the price of their coffee.

Give them something exceptionally good at a fair price and you will have their trade to keep.

In other words sell Chase & Sanborn's

HIGH GRADE COFFEES.

CHASE & SANBORN - Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

If You Cannot Apply This Test to Your Method of Handling Cash—You Are Losing Profits

How much money is there in your cash drawer now? No, don't say you'll count it—do you know? Can you say at a glance?

And how much **should** be there—can you tell? At once? Is the sum that should be there the same as that the drawer actually contains? Is it more—or less?

Both of these questions are fair tests of your cash methods. If you cannot answer them promptly — without doubting, without hesitating — you need a National Cash Register.

It will answer both these questions—**at a glance.** It will answer them correctly—it is infallible. Every transaction made in your store it permanently records—removes all uncertainty about your cash.

A National Cash Register Will Bring Efficiency in Your Store

Rid yourself of those old-fashioned, slipshod ways of handling cash. Put in their place efficient methods—that safeguard your profits and win you the confidence of satisfied customers. A modern National Cash Register forces you to record every sale on which you allow credit—to give a receipt for every cash sale. Write now for full information about the cash register made to suit your kind of store.

No Merchant Can Do All These Things Effectively – *Our 1916 Model Can*

It forces accurate records of all transactions between clerks and customers. In two seconds it prints a receipt or sales slip showing the amount paid or charged. It gives the merchant the cheapest, most direct, and most effective advertising of his store and service. It prints a visible list that tells the merchant which is his most valuable clerk. It tells the total number of customers daily and how many customers each clerk waits on and the amount of his sales. All these things save the merchant time; free him from work and worry; attract trade and increase profits.

The National Cash Register Co.

of Canada, Limited

Christie Street Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Take Your Cue From the Public

What do they think of Shirriff's? Constantly increasing demand shows that it is Shirriff quality they want. Let them have their way. Let them know you sell

Shirriff's Jelly Powders

Let our window displays help you. The result for you will be like that enjoyed by hundreds of grocers all over Canada—a good margin of profit and rapid turnovers.

There's a fruit flavor for every taste and quality that makes steady customers.

Write us for particulars.

IMPERIAL EXTRACT CO., TORONTO

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

If any advertisement interests you, tear it out now and place with letters to be answered.

1917

The new year, 1917, has opened under world-wide conditions of stress and strain. Markets are going to be difficult and prices hard to gauge. But merchants can always be certain of one thing, that is the quality of

St. Lawrence

DIAMOND

Sugars

And it's quality that counts in the long run.

We stand behind every pound of sugar that leaves the refinery.

St. Lawrence Sugar Refineries, Limited

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

E. P. SAUCE

(Epicurean Fruit Sauce)

Made-in-Canada

A big favorite, with every person appreciating high-grade quality and palatable wholesomeness.

You will find E. P. a dependable seller and a sure repeater if you give it prominence on your sales counter. And the profits are worth while.

Send for samples.

The
Canada Sauce and Vinegar Co.
519 King St. W., Toronto

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

Purity
TABLE SALT

Ask the other fellow

Any dealer who has tried out the selling value of **"Purity" Table Salt** will tell you that it is a pretty good thing to bank on for bigger, better business.

Housewives everywhere appreciate its unquestioned purity and economy. Purity salt is made under ideal conditions in an up-to-the-minute plant, positively guaranteeing it pure to the last degree.

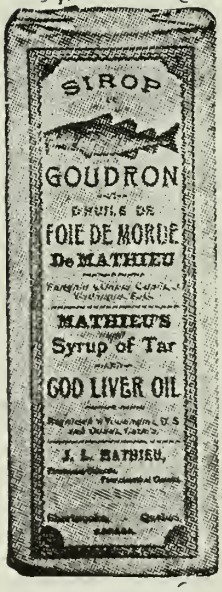
"Purity" salt is unequalled for table or dairy use. It satisfies the most critical.

Now is an opportune time for you to test the popularity of this housewife's favorite seasoner.

Send in your order to-day.

THE WESTERN SALT CO. LIMITED
COURTRIGHT ONT.

Introduce Every Customer to
MATHIEU'S
SYRUP OF TAR
AND
COD LIVER OIL



With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S COOKED CORNED BEEF

Sizes
½, 1, 2,
6 and 14

The goods you want, Mr. Grocer, are the goods that "SELL."

The QUALITY and REPUTATION of Clark's Cooked Corned Beef will make you more SALES, and more friends than any other.

THIS IS THE TIME TO BUY

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

Send me samples and quotations of white

BEANS

FRED J. WHITE
BROKER
27-29 Wellington St. East
TORONTO CANADA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Start the New Year right.

Ask us for prices.

W. H. Millman & Sons
Grocery Brokers
TORONTO

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:
Edmund Littler, 169 William St., Montreal, P.Q.
W. Geo. Varty, 29 Melinda St., Toronto, Ont.
W. G. Kyle, 261 Stanley St., Winnipeg, Man.
E. J. Roberts, 215 10th Ave. West, Calgary, Alta.

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

FOR SALE
Choice Potatoes, Selected Eggs, Creamery Butter, Honey, Fancy Dressed Poultry.
C. A. MANN & CO.
78 KING ST. LONDON, ONT.

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
33 Front St. E., Toronto, Ont.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg
MANITOBA
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

WESTERN PROVINCES

Watson & Truesdale, *Wholesale Commission Brokers and Manufacturers' Agents*
Have live men working the retail trade daily. They get the business, and can get it for you. Write us, and we will explain our system.
Trackage *Storage* *Distribution*
120 Lombard Street, - - WINNIPEG, MAN.

G. B. THOMPSON
Wholesale Commission Broker and Manufacturers' Agent.
We can handle a few more good lines. Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1898

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

C.H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue. East. Winnipeg

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

This space $1.00 per insertion on yearly order.

To The Trade

Buyers and sellers of

All Kinds of Grains and Seeds

Denault Grain and Provision Co., Limited
SHERBROOKE, P.Q.

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

G. Gagne Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

Six Thousand Copies Sold

A recent circular describing THE GROCER'S ENCYCLOPEDIA contained several pages of commendations by wholesale and retail grocers; by manufacturers and food experts; by editors, librarians, and educationists. But even more impressive is the fact, just announced, that **Six Thousand Copies** have been sold. This is wonderful testimony to its practical money-making and money-saving value.

If YOU do not already own a copy, why not make yourself a present of one?

The Grocer's Encyclopedia is the source from which hundreds of up-to-date grocers, scattered throughout the country, are obtaining the information that is creating for them new and higher business reputation and is delighting and astonishing their customers.

Why not help yourself into the same class when you can do it so easily—merely by reading a book which you will find much more entertaining than a daily newspaper?

You will read a few lines here and an article there, and, before you realize it, you will have absorbed a great deal of knowledge on the goods you handle—you will have, at your tongue's end, interesting information that customers will enjoy hearing from you—and that will speedily give you the reputation of a man who "knows everything about all kinds of foods."

You will be surprised to observe what a difference such a reputation will make in the way that people think of you and refer to you. It establishes you as an **authority** in your line of business. Your word and your opinion will carry much more weight than they do to-day.

Such knowledge and such reputation are a great deal in return for an outlay of only $10.50—the price of the Encyclopedia, delivered to you.

Copies can be obtained from **THE CANADIAN GROCER**, 143-153 University Ave., Toronto, Canada.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

THE surest way to build up more profitable jam sales is to constantly feature Furnivall's Fine Fruit Pure Jam—the jam whose peerless quality and deliciousness is making lasting friendships everywhere.

You can recommend Furnivall's, knowing it to be as good and as pure as the skill of the most expert jam makers can make it.

Keep it well displayed. It pays good profits.

FURNIVALL-NEW, Limited
Hamilton Canada

Where to Buy Your

Elgin National Coffee Mill

Ask your jobber for Catalog No. 24C. Any ELGIN NATIONAL you purchase is guaranteed by us to give YOU continual satisfactory service.

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

BUY

STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

E E E E
of
Polish
GIPSY
Stove Gloss

Order from your Wholesaler.

HARGREAVES (CANADA), Ltd.,

The Gray Building, 24 & 26, Wellington St., W., Toronto. Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avory Rooms 5 and 6, Jones Block, 407 Hastings Street West. Vancouver, B.C.

The soap for all-round service

Get your customers once thoroughly acquainted with the sterling merits of **WONDERFUL SOAP** and the repeat sales are assured. For Wonderful Soap gives a service, an all-round satisfaction-giving service, that is positively unequalled by any other.

For laundry work, or scrubbing, for toilet purposes or the bath there is no other soap of such all-round excellence.

If you are not now selling Wonderful Soap you should begin immediately. The profits are good.

Guelph Soap Company
GUELPH ONTARIO

If any advertisement interests you, tea it out now and place with letters to be answered.

Will you be one

of the wide-awake grocers who are going to materially increase their profits during the coming social season by featuring

E. D. Smith's Grape Juice

—the common sense temperance drink?

Your customers will like this delicious product. They will like it for its own inimitable goodness and because it is the most economical Grape Juice on the market. So rich in strength and purity is it, that dilution is necessary to make it palatable.

All the sweet, natural flavor of the Concord Grape is preserved by the E. D. Smith process. The demand is growing. Why not get your share of the resulting profits?

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Nicholson & Bain, Calgary, Alta., Edmonton, Alta; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Wagstaffe

Suggest

Wagstaffe's Pure Marmalade

with every order

ORANGE MARMALADE
GINGER MARMALADE
PINEAPPLE MARMALADE
GREEN FIG MARMALADE

With the Compliments of the Season.

Wagstaffe Limited

HAMILTON, CANADA

☛ Our customers have been increasing their purchases of high-grade black teas.

☛ The public are demanding quality.

☛ Our specialty has always been cup selections.

☛ We have a large stock in store and can match any line of Ceylon or Indian at lowest prices.

"SATISFACTION GUARANTEED" OR *"RETURN AT OUR EXPENSE"*

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 St. Peter Street **MONTREAL**

Every Day Is Pay Day

THAT'S right—every day you work **our plan**, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you **are** and are willing to exchange **your spare time**, representing our publications, **we will** show you how that same spare time, properly used, **will produce** for you as much **cash** as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue, Toronto, Ont.

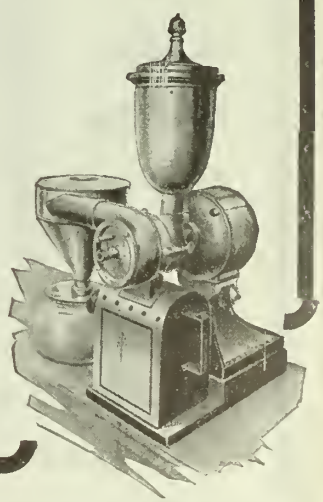
Making real coffee profits

is easy when you are properly equipped. To realize what good, sound coffee profits are you should serve your customers from

The Hobart Coffee Mill

Install this satisfaction-giving little mill and watch your coffee sales grow. Then you will be in a position to give every customer absolute coffee satisfaction—coffee without a trace of chaff, coffee that is up to expectations.

There is no better mill obtainable than The Hobart. We would like to give you full particulars of our easy payment plan. It pays for itself.



The HOBART MFG. CO.,
149 Church Street
Toronto, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

Confectionery Bags
Spice Bags
Peanut Bags
Jelly Bags
Lard Bags

We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.

Department G

12-14-16 JOHNSON STREET TORONTO, CAN.

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt.** The salt that is best for table or dairy. Every store should handle **Century.** Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT Co. Limited

SARNIA - ONTARIO

What They Say About Red Rose

One of the most common comments on Red Rose Tea by good judges of tea in the wholesale and tea brokers' offices is, "They do not know how we put such splendid quality in at the price."

It is the expert knowledge of combining qualities of different teas, especially those of the Assam district in Northern India, that produces and maintains this splendid quality.

TRADE MARK KEYSTONE BRAND REGISTERED

A Pleasure to Sweep With

Let your customer feel the weight of the "Keystone" Nugget Broom in her hands. She will realize what a help it will be on a big day's sweeping.

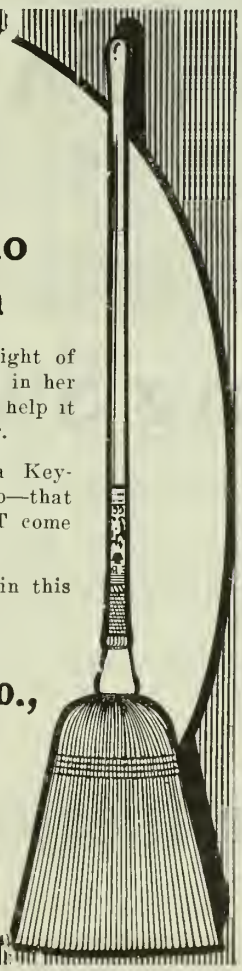
Then assure her that, being a Keystone, it has got the quality, too—that is, the fine green corn will NOT come out or turn over at the ends.

Profit and satisfaction for you in this line.

Write for Prices, etc.

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



We were the first

to place on the Canadian market a refrigerator of the cold storage type, with cold storage windows and doors. The Eureka was the name of that refrigerator. It was a leader then. To-day it is ahead of all others. Eureka features and patents are all original. Why experiment with inferior imitations which are neither patented nor of any practical use?

Get the one common-sense refrigerator obtainable. Get the best there is. Get a Eureka. It pays in the long run.

Eureka Refrigerator Company
Limited
31 Brock Ave. TORONTO

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

In demand everywhere—

Robinson's "Patent" Barley and "Patent" Groats

The widespread popularity of these two cereals is creating big sales and profits for dealers all over Canada.

Your customers need no introduction to such well-known cereals. Just remind them through a neat little display of these attractive packages.

See if your stock needs replenishing.

Magor, Son & Co., Limited

30 Church St., Toronto 191 St. Paul St. W., Montreal

AGENTS FOR THE DOMINION OF CANADA.

ICING SUGAR IN PACKAGES

If there is one kind of sugar as against another that should be put and sold in original packages it is Icing.

When stocked in bulk for any length of time it becomes hard and lumpy. Avoid unnecessary trouble in this direction by handling only

Lantic Icing Sugar

packed 20 and 50 *one pound* packages to the case.

In addition to the carton our Icing is packed in a paraffin bag on the inside which insures keeping qualities.

Order a case to-day for your Christmas trade.

Atlantic Sugar Refineries, Limited

St. John, N.B. **Montreal, Que.**

CANADIAN GROCER

Vol. XXXI. TORONTO, JANUARY 5, 1917 No. 1

Wholesalers Review Conditions

Optimistic Reviews of the Past Year's Trade — Interesting Suggestions From Men Prominent in Trade—The Prospects for the Coming Year — Caution in Buying is Advised—Experience That Will Help in the Coming Year's Trade.

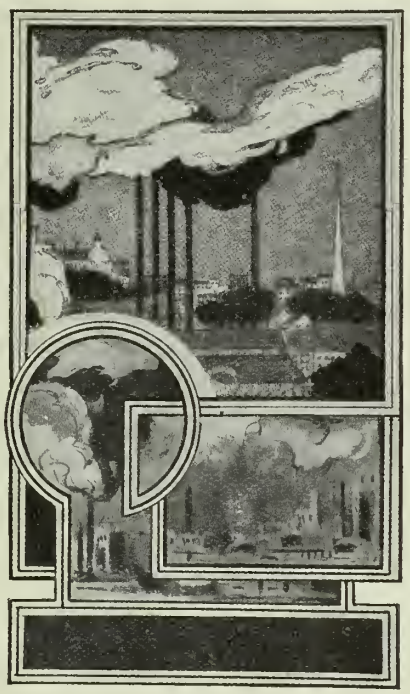
THE wholesaler has his fingers pretty closely on the business pulse of the country. Dealing as he does with merchants in different parts of the country his opinion is based on conditions not alone of one section, where local conditions may have engendered a false prosperity, or a depression that does not represent the country as a whole. On the whole the opinion of the wholesaler on trade conditions is a satisfactory standpoint as any upon which to base an estimate of the past year's trade and the prospects for the coming year.

It is a reassuring fact to note that practically without exception the wholesalers speak of a very satisfactory year's trade, satisfactory not alone in the volume of business done, but in the general condition of the terms on which this business was done.

W. G. Patrick & Co., Wellington St., Toronto, speak of the biggest year's trade they have had since 1913, which was the banner year's trade. To be able to surpass the lead of a year before the burdens of the war had been added to all lines of trade, is in itself no mean feat, even when it is taken into consideration that the increased price of goods may give a certain superficial element of improvement in business conditions.

When this fact has been discounted, however, and a proper perspective obtained on the year's business and this business still shows a decided advance then it is indeed a fact that justifies a little congratulation.

From Hamilton, Wagstaffe Limited report an exceptionally satisfactory year. Mr. Wagstaffe, the managing director, states: "Business for 1916 has been exceptionally good. The reason for the increases are first, British importation being cut off. We formerly imported from seven to eight hundred thousand dollars' worth of jam a year. Second, the housewife, now that she can buy a better class



of jam, marmalade, etc., has ceased to put down so much fruit for herself. The high price of butter, bacon, eggs, etc., has also been a factor in helping sell our goods."

A Greater Volume of Business, Profits Less.

From Montreal, a well known coffee house doing a Dominion-wide business reports that their business for 1916 showed a much greater volume, but that the profits were smaller. This increase in business was attributed to the fact that every worker was employed generally at good wages.

Regarding the retail trade their firm speaks in most satisfactory terms. "The retail dealer is doing well and is more prosperous than ever." This is due partially to the fact that the non-progressive and non-aggressive retailer is gradually being eliminated.

Future Conditions Depend on Readjustment After the War.

What are the prospects for 1917? This firm takes the position that so many others have adopted, that not knowing the future it is idle to express an opinion. To quote the exact words: "One prediction is as good as another. Future prospects depend on the duration of the war and the nature of the readjustment thereafter."

W. H. Millman & Sons, Toronto, write in a very optimistic strain:

"Business for 1916 with us was larger than for previous years. We presume the increase is due partially to the war, and the natural increase in growing business.

"We would think the prospects for 1917 business should be good. Of course, if the war should terminate suddenly it no doubt would upset a great many people's calculations and alter things materially, still, they should right themselves, and on the whole 1917 should be a prosperous business."

A Large Increase in Business.

E. D. Smith, of E. D. Smith & Sons, Winona, Ont., also takes an optimistic view both of past conditions and of future prospects. He writes:

"Our business in 1916 was 35% ahead of 1915, due to better demand from the grocery trade, caused, no doubt, by the stopping of imports from Britain, and the depletion of stocks in 1915, also stoppage of jam exports from Britain, from which country Canada has imported as much as $800,000 in a single year, no doubt made a much greater demand on Canadian producers. I doubt, however, if the same volume of jam was used as in 1912 or 1913, owing to very greatly increased prices due to high price of sugar.

"I think prospects for 1917 excellent. Prices will only be slightly higher, due to increase in price of tin and glass, but not likely, I should think, any higher for

sugar, and it may be that we shall get sugar enough cheaper than last year to make up for increased cost of tin and cases and labor. Anyhow, sales will be good I should think."

A Word of Caution.

W. H. Despard, of White & Co., fruit and produce merchants, Toronto, while speaking optimistically of the prospects, sounds a note of warning that is worthy of serious consideration. Unquestionably this continent is at the moment enjoying an era of prosperity. This prosperity is based on war business and incidents growing out of this business. Just what stability there is to this apparent prosperity, just how long it may remain, and just how the cessation of the war may effect it are questions that no one can answer absolutely, so Mr. Despard's caution that this inflated prosperity be not used as a basis for future guidance is certainly a timely word.

Mr. Despard's letter is printed herewith:—

"We have your letter of the 23rd inst., with reference to giving you our views on the business for this past season. The volume of business done in 1916 was considerably in excess of any previous year, from 20 to 25%. This increase is partially taken up in increased cost of commodities. Generally speaking the trade have been buying heavily this past season on account of the fact that labor has been well employed and considerable money has been given to the soldiers' dependents through the various concerns, giving them considerable spending money. Prospects for the coming season look very good, at least we think so, as long as the war lasts, and after that period it is very uncertain. We believe, however, it would be well to use caution in all transactions and not use the basis of inflated prosperity as a guide to the future. The shortage of the crops in Canada this past year has been off-set owing to the very heavy prices paid for them.

"In the fish business, in which we are considerable factors, supplies have been very light this past season owing to the larger ships on both coasts being used for patrol work, also to the very heavy export trade to England on account of the shortage of her catch. Also the fact is, that the people have been taking more and more to fish for a daily diet than heretofore, owing to the wide publicity the Government and private channels have given to this article of food. Furthermore this industry is getting a very staple business and we look for brighter prospects for years to come."

Obtaining Supplies the Great Difficulty.

Walter Wood & Co., Hamilton, Ont., in speaking of the prospects for the coming year lay their finger on the item of difficulty that pervades all the forecasts. Demand is good, people are prosperous, the goods can be sold; but can the goods be procured? Will it be possible to get all the goods we require? This Mr. Wood thinks is the crux of the situation as to the probable prospects of next year. Perhaps Mr. Wood thinks this may have a good effect in bringing Canadians to a closer realization of the war and its nearness to us. Mr. Wood writes:

"Responding to your favor of December 23rd. We are glad to say that trade with us for 1916 has been very good, in fact our very best year, as to turnover, owing chiefly to the fact that every man and woman who is able to work and will work can do so and receive good wages. Then there is the man who rules us all (Mr. Farmer). He had fair crops and more than average prices (so we thought at **Turkey Time**), which has helped greatly toward our big business for 1916. We do not find any particular change in the retail trade, but the change in terms which was started some years ago is still moving to the desired end, cash in thirty days or less. As for the prospects for 1917, we have little to say, though we do not think that our worries are over, and that procuring supplies will be one of our troubles intensified, and perhaps Canadians generally will begin to realize that there is a war and that it is going to cost them something. We wish we could help to have everyone learn to save, and then be ready to help our gallant soldiers and sailors who are giving up everything for us."

The letter of A. M. Broder, manager of the White Swan Spices and Cereals Limited, is such an interesting and suggestive document that we print it in full.

"The year 1916 for the White Swan was the biggest year in our history and in more ways than one is much the most satisfactory year we have ever had.

"Sales increased even beyond our expectations and our cost of doing business despite added expenses all along the line have not exceeded the previous year.

"It has not, of course, been possible for us to maintain the same ratio of profit on this year's turnover as for the previous year, but in the face of rising markets throughout the year we consider ourselves fortunate in having been able to cover the advances from time to time.

"What we consider far more important for the past year than the actual increase in volume of sales is the fact that what we term our 'specialties' have become more firmly established with the trade as well as the consumer."

How Advertising Helped.

"Advertising is an ever-increasing factor in our scheme of merchandising and we never consider that our products are really 'sold' until they reach the ultimate consumer. The big thought, therefore, back of all our advertising is to sell the 'dealer' and then sell the 'consumer' through the dealer — but without the co-operation of grocers our advertising would not be worth a cent.

"Sales in advertised specialties for the first three months of our Fall campaign more than doubled the sales for the first six months of the year and are now at the rate of a 400% increase over the first half of the year.

"We consider the main reason for our advanced progress in 1916 the co-operation of dealers with us in our advertising and not 'increased prices,' as might appear on the surface. The latter has contributed somewhat to the increase, but really does not account for the satisfactory change in our position, as it is always difficult to maintain the same ratio of profit in the face of rising markets.

Improved Condition of Canadian Trade.

In reference to changes in retail trade conditions Mr. Broder writes:—

"According to figures compiled for the nine months ending November 30 the number of failures in Canada was sixteen hundred as compared with twenty-six hundred for the same period in 1915. And the liabilities twenty millions as compared with forty-one millions during the preceding period. This is in itself a remarkable change in conditions of the trade. It necessarily follows that, if Canada as a unit can prosper, the individual dealer will share in that prosperity to the extent of his own efforts.

"The great bulk of the buying public is mainly the working class and the workingman has probably never had the same means at his disposal as he had during the past year.

"Added to the fact that he has had the wherewithal with which to discharge his liabilities and maintain his family with proper food it cannot be denied that temperance legislation has also done much to improve his position.

"It is all very well to say that 'people must eat,' but dealers know that they are not particularly anxious to have people eat unless they have got the money to pay for the goods they get. And I think that the biggest change that has affected the retailer during the year is the big change in the status of his biggest customer—the working man."

Non-Aggressive Retailer Foredoomed to Failure.

"As to the non-aggressive class of retailers. They are gradually being eliminated.

"In business as well as anything else it is simply a 'survival of the fittest.'

"There is a 'reason' for everything that happens and 'success' or 'failure' bears no relation to 'accident' or 'luck,' but is the result of rigid laws as to 'right' and 'wrong.'

"The non-aggressive dealer is a negation of 'action' and wherever you go—

(Continued on page 37)

Bookkeeping for 1917

A Practical System for Retail Merchants in All Lines — Simplicity Combined With Absolute Efficiency—The Books Needed.

By Henry Johnson, Jr.

EDITOR'S NOTE.—*Henry Johnson, Jr., is back after an absence of two years. For many years he was a regular contributor to* CANADIAN GROCER *and his articles were always practical, helpful and readable. Now he has prepared a new series of articles dealing in the most practical way with store systems; and they will be a regular feature of all issues of* CANADIAN GROCER *from now on. The first of the series appears herewith.*

I PROPOSE to start you on a system right now before you have finished your inventory. This because you can begin at once and get running without delay. Inventory totals can be inserted later. And next week I shall indicate some vital points about the inventory.

Most systems of bookkeeping are cumbersome, unwieldy and often not really informative. You want a system which is simple, concise and informative. It must be simple, so you can understand it readily. It must be concise, so you can operate it without devoting all your time to bookkeeping. It must be informative, so you may know what your business is doing.

I propose to tell you the details of my system, operated for seventeen consecutive years. It requires from twenty to thirty minutes a day. It will tell you just where you are at. Its details are ample for any business doing up to $150,000 a year—and I know no reason why it will not do for one of $1,000,000. How concise it is may be gathered from the fact that my seventeen years' record is contained in one ledger of 136 pages, and there is room for fully ten years' further history in that book.

Commence At Once

So let us start right off to-day so as to be ready for 1917. Get a ledger, standard size—page 10½ x 15½, ruled in detail with faint lines dividing the dollars so vertical columns are easily kept. Get a journal same size sheet, ruled six (6) columns, about 160 pages. Now proceed to open ledger accounts as follows:

Page 1, write "cash" at top and leave blank pages 2 to 14. Page 15, write "merchandise" at top, then skip to 29. At 29, write "interest and discount" and skip to 43. At 43, write "expense." At 57 write your own name, for your "personal account," and follow with names of other parties, corporation officers or partners, who have personal accounts, leaving about three pages blank to each. about page 70, write "building," if you own your store. If you own several properties, open an account for each, indicating in each heading to which the account refers. About page 80, write "barn". About page 85, write "wages". Page 90, write "bills payable". If you deal largely in notes, taking customers' paper in settlements, etc., you should follow with "bills receivable" about page 95; but in usual practice, this account is superfluous. Page 100, write "advertising." Page 105, write "furniture and fixtures". Page 110, write "loss and gain." Page 114 , write "savings". Page 120, "capital." Page 124, write "surplus."

Ample Reserve Space

This will leave you 12 pages at the end of the book; but except what I call the cardinal accounts, cash, merchandise, interest and discount, expense, barn, advertising, etc., none of the captions will work out just as the space is allotted. Some will overrun; others will occupy less room; and there will be special accounts from time to time which you will learn to "sandwich in" here and there as experience indicates may be most practicable. But, taking things by and large, this allotment will work out well.

Now set the ledger away, for you will not need it until after February 1st.

Of course, you take inventory sometime between December 25 and January 2nd. I take that for granted, and I take it that you know how to list your goods; so I'll pass that part of it until next week, when I expect to give you some valuable points thereon.

Meantime; let us get started.

Practical Operation

The best records for every purpose are original entries and documents. These are best for the collection of insurance in case of fire loss; best for reference, to settle any kind of dispute; best because if intelligently preserved for reference, they save time—time, which is the most expensive commodity in which we deal.

So our aim is to get as nearly down to the first principles of original documents as possible, and the first requisite is a good, roomy safe. This need not be "burgular proof"—if there is such a thing—unless you are located in an isolated place and are apt to have considerable quantities of cash at times. The proper place for cash, other than the needful amount for the transaction of daily business, is the bank. Deposits should be made daily, in the afternoon, so that there will never be any great amount of money lying around. But the safe must be fireproof, and a large one may prove a very profitable investment, as we shall see.

The safe must contain: your books of original entry—that is, the ledger and journal; your unpaid invoices; your cheque book; all customers' original charge slips until they are "paid"; your record of customers' accounts. I may say that if you have an "account system" which is kept in a really fireproof cabinet, then you need not keep such documents in your safe. But be sure that said cabinet is fire-proof—in fact, be "absolutely" sure of that point. Remember that "fire" is the chief danger of the merchant; and that it is apt to be on the job 24 hours daily. Lastly, the safe must contain the documents I am about to describe.

This last is the file I call "Petty Vouchers." This is a common counter book, or "blotter," like we used to use years ago for the entry of orders and charges. The transactions which are most frequent in your daily business are the petty ones. You buy eggs, butter, hay and grain, potatoes; you pay express and freight; you hire the sidewalk swept or the windows cleaned; you pay cash for bakery goods, yeast, oil and gasoline, sometimes for fruits and vegetables; you send out for a few bolts to tighten the whiffletree or mend the stove. On the other hand, you are paid certain sums on account, or in settlement. Another most useful entry consists in a memorandum of agreement covering the terms on which you employ help. If you hire a man, or boy or girl, it is well to write: "Henry White begins Monday, January 8, at $8.50 per week—driver on No. 3. Breakages and losses to be paid for by Henry thru deductions from wages." This is written on a regular entry slip and signed by both parties. If Henry is a minor, have

(Continued on page 28.)

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H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

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UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector, **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129600. Cable Address; Atabek, London, England.

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AN AMERICAN newspaper referring to the new Order-in-Council, speaks of it as Canada's New Sherman Law, and describes it as: "The extreme of public prejudice visited upon the most convenient goat." Well that's about the way it looks apparently to a lot of the folks over here.

* * *

A TACOMA Washington despatch notes the arrival of a ship from China with a heavy shipment of *English* walnuts. We have grown used to the idea that the English walnut is grown not in England, but in France. But it is a disturbing thought that the English walnut comes from China.

* * *

BRADSTREETS report of failures in the United States for the week of Dec. 16 shows 322 failures for the week as against 297 for the same week of the preceding year. It is interesting to note that 92 per cent. of the failures had less than $5,000 capital and 6 per cent. had from $5,000 to $20,000. An interesting commentary on these bankruptcy proceedings is the case of one of the failures, liabilities $13,000 assets $12,000 of which $10,200 was represented by open accounts. This is rather a striking example of why some grocers fail.

* * *

HERE is a new angle on the Egg Boycott idea. A woman's organization of Louisville, Kentucky, has declared a boycott on eggs, because of what they consider unjust prices. Now it appears that the farmers have become incensed and have declared a boycott against Louisville. No more eggs to go there till the egg boycott is lifted. There is something of the boomerang about this boycott business. One never knows just where it is going to hit. We judge, however, that the Kentucky farmers have a little the advantage of the Louisville housewives.

SOMEBODY ALWAYS LOSES

A CO-OPERATIVE Grocery Concern, known as the Ball Company has recently gone into bankruptcy in the United States Courts of Kansas. Like many another of these schemes it was financed by sales of stock to farmers and small traders who in return were supposed to buy the commodities they needed at a greatly reduced figure. The fact would not be worth mentioning except to point a moral. There is a type of person who makes a living promoting just such schemes as these. Several such companies have been brought to the attention of the CANADIAN GROCER quite recently. As long as they live up to the requirements of the law there is nothing that can be said. It is safe to hint, however, that the regularly established channels of trade are best, that these schemers that are represented as working so disinterestedly for the public benefit seldom if ever live up to their object. The concerns usually pass away within a few months of their birth leaving few to mourn except those who have been beguiled by an attractive prospectus or a fluent organizer. Somebody always loses but it is not the organizers of these interesting schemes.

THE FARMER AND MARGARINE

THE Waterloo County Board of Agriculture at a recent meeting in Kitchener, Ont., placed itself emphatically on record as opposed to the removal of the prohibition against the sale of Margarine in Canada. A resolution was passed at the meeting requesting the government not to allow the importation of this article. That the Waterloo board feels strongly on the matter was evidenced by the fact that in place of the introduction of Margarine to reduce the price of butter, they suggest in their resolution to the government that, if necessary to bring butter

to a more normal price, it should take over the Creameries in Canada.

It is a little difficult to see where the country as a whole would benefit by government control of creameries. There has been no suggestion to date that the creameries were making undue profits. The troublesome part of the situation is that not enough butter is being produced to meet the actual demand, and this in turn is due to the shortage of milk. It is questionable if even the care of the most benign government would stimulate the reluctant cows to produce one more pound of milk. The prohibition of margarine is distinctly a protective measure. But why should it be necessary to protect an industry that cannot supply the demands made upon it?

There is also the question as to why the farming community as a whole should be opposed to the introduction of margarine, when the chief constituent of this product is steerine, a product that is made from beef fat. The demand for this product would naturally increase the price of certain beef products which would definitely accrue to the benefit of the farmer. It would seem as broad as it is long as far as the farmer is concerned.

"TO THE ADVANTAGE OF THE COMPANY"

THERE is no surer back-firer in the world than a derogatory word spoken against a competitor. It is a veritable boomerang, and while the utterer is eagerly watching to see its effect, it is more than likely to come whirring back to spill his own business brains about the shop.

It is a natural impulse perhaps, to decry anyone who walks the same path of life with us.

Everyone hankers to be the big frog of the puddle, and to have his own voice the loudest in the choir of the pond. That's human nature; human nature too, perhaps to suggest that bull-frog No. 2 is singing off the note if he seems to be attracting more attention than we. But it is human nature based on the fallacy that there is only one pond and only one degree of success.

To try to undermine your competitor was an accepted system of early business. But new business ethics and a widening of the business horizon have proved that it is neither good ethics nor good business. You can't point out the beam in your neighbor's eye without drawing unusual attention to the mote in your own. You can't undermine the public confidence in your competitor without in some degree injuring yourself. Silence in itself bespeaks success. It is a sign of inferiority to whine.

One large merchandising company expresses the idea in these words:

"It is the policy of the company to obtain and hold its trade by offering extensive variety, constant supply, careful selection, fair prices, uniform treatment, prompt attention and absolute reliability. Accordingly you should rely on these points in soliciting business, and be careful to refrain from criticising and making derogatory remarks respecting any of our competitors, even though it should be called to your attention that some of them are engaged in unfair tactics. Such an attitude on your part, maintained constantly even in trying circumstances, is sure to win the respect of the trade and react strongly to the advantage of the company."

There is the gospel of the soft answer opposed to the big stick—not on the word of a preacher, but on the word of a business man. It is good business to speak no evil of your neighbor, it is "to the advantage of the company."

TAKING THE PROFITS, EVADING THE COST

IT IS seldom that a man or a nation can avoid all misfortune. Great advantages in one line, are more than likely to be compensated for by losses in another. No business system yet devised has been able to eliminate the possible element of loss. A certain percentage of loss is inherent in all business enterprises.

What is true of a business is true of a nation. Success, prosperity aggrandizement must be paid for, and the payment is a debit item. The world, the vast majority of the world, is at war. Nations are paying in blood and treasure for the cause they hold to be right.

The greatest Neutral, our neighbor across the line, has been lifted from a period of financial and late depression into unheard of heights of prosperity. The mantle of the world's financial prestige has fallen on her shoulders. She has gained greatly and paid little. She has paid only on the higher cost of goods for home consumption.

The retail merchants of California are presenting a petition to the President urging the placing of an embargo on foodstuffs.

Retail merchants of the state are supplied with petitions for signing. The instruction reads as follows:

"Ask your customers to sign their names and address. When they complain of the advance in price of these goods, explain the urgent necessity for an embargo to prevent their exportation to other countries.

"Let us 'FEED AMERICA FIRST' and reduce prices to normal."

In 29 States, newspapers of all political creeds are urging an embargo on wheat. Is America starving? No. Her prosperity is a by-word. The advantages of war have come to her unearned; born of the blood and tears and suffering of other lands. Such an embargo would place another burden on peoples less able to bear it. How deep does the "America First" attitude go? In a time of World cataclysm why should American prices be normal?

Will she take the profits and evade the cost?

Outlook in the Tea and Coffee Market

Some Hints of the Probable Trend of These Commodities—How Conditions Point to a Firmness of Price—The Probable Effect of Peace on These Two Lines—Some Interesting Information Relative to Canada's Coffee Trade.

LAST year there was a crop of tea in all parts of the tea-producing world that seemed sufficient to glut the market beyond hope of recovery. It seems impossible that the immense surplus should be consumed, yet the impossible happened. Not only was this immense extra supply readily consumed, but the expected glut failed to materialize; in the place of it there was a gradual increasing firmness in all grades of tea.

This year the prospects for the tea crop are not by any means as rosy. There is estimated to be a good crop, but even the most sanguine estimates place it far below the output of last year.

An Enormously Increased Demand

To what can this surprising increase in the demand for tea be attributed? For one thing there is the immense allied army in the field. This is making enormous demands on the food supplies of the world. Unquestionably a goodly portion of these men, sprung from the poorer classes, are enjoying better fare than ever before. Here alone there has been an immense increase in the consumption of tea. Nor is that all, even on this continent, the imports of tea have been increasing enormously during the past couple of years. This is accounted for in various ways. The wave of prohibition that is sweeping over the continent may be expected to have some effect in promoting the use of other beverages. But a greater factor than anything else probably is the ever-increasing prosperity on both sides of the border. A class of workmen who have never been able to enjoy anything that resembled a luxury have for the past couple of years been getting wages that they never dreamed of before, and are become a factor in the market of all lines of goods. It seems evident then that this year's supply of tea has to meet a market that in the past year has shown an enormously increasing demand. There seems no likelihood of any decline in the tea market. One large Canadian tea house has outlined its opinion of the situation in the following letter:—

Peace and the Tea Situation

"Cable from London this morning: 'Market steady, occasionally dearer.'"

"Peace—The fact that Germany is offering peace is bound to make everyone think more about peace than they have done. It seems quite impossible that peace is anywhere near at hand, may be years away, but some day we will have to think seriously as to what effect peace will have on the tea situation. Perhaps the universal off-hand opinion is that prices will go down, but we wonder if exactly the opposite will not be the case.

"European countries will be completely bare of stock, and after the armies have become accustomed to the use of tea, the demand for it in Europe will be immensely larger than in pre-war times. Furthermore, we doubt very much if Russia has been able to obtain anywhere near as much tea as she could use and Russia is one of the countries that is likely to make very rapid progress after the war. In other countries stocks will not be more than normal and we doubt if transportation difficulties will be lessened for a considerable time after the war closes. First, the very large number of troops to be transported to Canada will keep a large number of ships employed and the great demand for materials for the rebuilding of the devastated countries will give new employment to a very large number, so it seems to us that the probable, perhaps the almost inevitable result, when peace eventually comes, will be that teas will be dearer rather than cheaper, and we think this is likely to continue for quite a period.

"Eventually the market would be somewhat lower, but to what extent it is almost useless to have opinions. Certainly there is small chance, we think, of ever going back to pre-war time prices, as we doubt very much if production can be increased more than enough to take care of the extra and growing demand that the war will have created."

Nor is this the opinion of one individual or one firm. The impression is growing daily that following the war there is not going to be the tremendous upheaval that it has grown to be a custom to expect. In many lands the supply of goods has been so depleted that there must of necessity be a heavy buying. As our correspondent above states, there is no immediacy about the probability of peace, but nevertheless, it is well to face the matter fairly and the growing opinion certainly is that the end of the war will see vastly heavier buying instead of lesser buying, and this can only have one result. This opinion is confirmed by the head of another large package tea house.

Buying Everything Available

"Tea is increasing in price," he said, "simply because there is not the necessary supply to satisfy the demand, and the reason for this is that for one reason or another the countries of the world are actually consuming more tea than they were accustomed to. As for peace, it may be near or far, but it is not to my mind likely to be a depressing element in the tea market. The Central Empires are not very heavy tea drinkers, but still their buyings would be a considerable factor and would tend to increase the price of tea. Of course, no man can tell as to the future. He can only follow his own judgment and in following my own best judgment, I am buying everything that I can possibly get, not only in tea, but in boxes and aluminum, and in all the different items that are used in the manufacture and sale of package tea."

This is one man's opinion, a man who is closely associated with the tea trade and whose faith is expressed not in words alone, but in the fact of buying to the limit.

That is the situation in tea that has shown a considerable advance since the war began. What of coffee, that has remained practically at normal?

Effect of the Rumor of Peace on Coffee Market

From a Chicago coffee market report of recent date we quote the following:

"The market enjoyed a good rally from the peace reports, advancing sharply on the announcement that the German Government was ready to enter into negotiations, this, it being argued by the bulls, preparing the way for the end of the war and the reopening of the Central European markets to coffee which has been shut off by an embargo for the present year. The pressure from Bazil, it was inferred, would be quickly relieved should the Allies prove in a receptive mood, heavy receipts having of late forced steady decline in futures."

Here is another authoritative indication on the belief that the coming of peace will be a strengthening rather than a weakening element on the trade situation. Not that it is possible to feel as sanguine of immediate relief as the Chicago coffee market does. It will probably be many a long day before peace actually dawns, and in those intervening days there is a likelihood that coffee will remain fairly normal. There may be slight fluctuations on the primary markets, but these are not likely to be of sufficient magnitude to make any appreciable difference to the retailer. But the coming of peace will have a most material effect. At least such is the opinion of W. S. Greening, of T. B. Greening &

Co., and his opinion seems to be born out by the movement of at least one coffee market on the merest rumor of the possibility of peace. In this connection Mr. Greening volunteered some very interesting information. "The Central Empires," he said, "are the second largest coffee consumers in the world, the United States being the largest users. At the outbreak of the war there were a million bags of coffee warehoused in Antwerp, the property of the Brazilian Government, and another million bags in Berlin. These were, of course, seized by the German Government. Added to this, probably five million bags have sifted through Holland from her East Indian colonies. This, though it appears an enormous quantity, is a mere nothing to satisfy a three-year demand, and consequently both Germany and Austria must have long been bare of supplies in this line. It is obvious, then, that the moment peace is declared, both these countries are going to come into the market to buy sufficient quantities to meet a demand made more imperative by long abstinence. It would seem obvious that this must of necessity force an increase in price of a most decided character.

Canada's Trade in Coffee

This will have a decided effect on Canada, where the demand has been steadily growing until the heavy duties imposed on the commodity in 1915 brought about a temporary backward trend. It might be interesting to note the consumption of coffee in Canada for the last few years. In round figures it may be stated as follows:—

1912	12,000,000 lbs.
1913	15,500,000 lbs.
1914	16,500,000 lbs.
1915	8,250,000 lbs.
1916, to Sept.	8,200,000 lbs.

Though 1915 showed a very considerable decline owing to the causes stated above, it is evident that this decline does not in any way represent the general conditions prevailing in the coffee trade, nor even in Canada for that matter, for even with a fairly severe tax rate, the buyings for this year up to September equal the total of 1915 and it is held as certain, in well informed circles, that the complete returns for the year will bring it up to the figures of former years and may probably increase these figures.

Western Provinces the Coffee Users

One interesting point that Mr. Greening noted in connection with this growing demand for coffee was that the increase was more or less a matter of section. Practically all the increase in the sale of coffee comes from the districts west of the Great Lakes. It is mainly the Rio coffee that is sold in that section, whereas the better grades find a readier market in the east.

Mr. Greening backs this statement as follows: "Allowing a six million population east of the Great Lakes there is a per capita consumption of coffee of only one pound, whereas allowing a population of two million west of the lakes, which closely approximate the actual figures, there is a per capita consumption of five pounds. In the west the consumption of Brazilian coffee is around 85 per cent., while in the east it is only about 45 per cent. In other words the easterner uses less coffee, but coffee of a better quality."

Where Canada's Coffee Comes From

Brazilian coffee, however, is the big item in the Canadian coffee trade; about 68 per cent. of the coffee consumed in Canada is Brazilian. Next comes Columbia, with about nine per cent., and the British West Indies with five per cent. Costa Rico, Venezuela, Guatemala and Mexico supply about three per cent. each; the Dutch East Indies, India, and Arabia about two per cent. each.

As the market item quoted suggested the Brazilian supply is proving a weakening market feature. With the second largest coffee consuming nation cut off from buying, it is natural that there should be an over-supply. In other words there is no immediate likelihood of an advance. But peace must come some time and when it does come it is going to add enormously to the buyings in coffee. Moreover, the mere rumor of peace is sufficient to influence the market into a firmer tone, when there is any real basis for such a feeling, whether the actual accomplishment be still years away or not, it is certain that there will be heavy holding of the commodity to meet the expected demand, and in all probability will come an era of increased prices in a commodity that, barring a few minor increases due to congested freight conditions, has remained at a practically normal figure throughout the war period.

Views Worthy of Serious Consideration

World conditions are things that can only be guessed at. No man can safely say that thus and so will it actually happen. Unforeseen elements often step in to set at naught "the best laid plans of mice and men." It is possible, however, to foresee the conditions. They are as outlined above. The conclusions from these conditions cannot in the nature of things be absolute, but they appear to be reasonable. They are backed by the opinion of men of long experience in the trade, men who have enough belief in these opinions to spend actual money on the basis of their probable correctness. It would seem, then, that they are at least worth the serious consideration of all the trade.

The Sale of Flavoring Extracts Under a Retailer's Name

Retailer Who Places His Own Name on an Extract Other Than as Vendor Assumes Responsibility for Its Correct Manufacture—The Law Governing the Manufacture and Sale of All Flavoring Extracts.

MANY retailers have been accustomed to use their own names on many of the commodities they sell. While this may be of commercial advantage, it may also cause an element of risk unless great care is taken. Of course, in all lines of goods, it is permissible for a firm to have their own name placed on an article as the vendor, provided that the manufacturer's name also appears, but to place a name on an article without the manufacturer's name accompanying it, at once places the vendor in the position of assuming entire responsibility for the quality of the article. In some lines of goods, of course, it is even possible to assume this responsibility without any particular danger.

Assuming Responsibility for Flavoring Extract

Recently the CANADIAN GROCER has had a number of enquiries as to the advisability of a merchant putting his own name on flavoring extracts. An enquiry of the Chief Analyst of the Inland Revenue Department, brought the opinion that, "if the vendor is himself the manufacturer of the goods, or if he is willing to accept responsibility for their character, it is, of course, legitimate for him to place his name on the label. He may also put his name on the label as vendor provided that along with his own name that of the manufacturer appears."

It is interesting to note in this connection, too, the law governing the manufacture and method of marking various flavoring extracts. According to the 26th section of the Adulteration Act, passed in 1912, the following is the standard of manufacture, and the standard that the vendor must assure himself of if he proposes to place his name on any flavoring extract without the name of the manufacturer accompanying it.

The Laws Governing Manufacture and Sale

1. A flavoring extract is intended for

(Continued on page 30)

Cardwriting Made Easy

by R.T.D. Edwards

LESSON NO. 24

USES OF THE INDEX HAND

IT has been emphasized many times in this series of cardwriting lessons, that it is, not at all necessary to be an artist to become a proficient cardwriter. Nevertheless, it is necessary to be able to draw, to a certain extent, in order to fulfill all the requirements of a cardwriter.

Among the many little bits of art work a cardwriter is called upon to do is the index hand. This is something a cardwriter in a large store may have to draw many times during a week's work. A cardwriter of a smaller store does not have the same call for this kind of work but should be able to do it as well as his more experienced brother.

Speed and effect are the two main points to be obtained. The cardwriter should be able to make the directory or index hand very rapidly, as this style of card should be turned out just as quickly as the other style of cards.

There may be many cardwriters who cannot work quickly because of non-practice. For the benefit of these, the following quick method of obtaining a drawing of the index hand is suggested. Draw very carefully and lightly an index hand on tough drawing paper. Have it well proportioned and full of life. When it is satisfactory trace heavily. This will be a pattern that is always ready for instant use. To use, place a piece of carbon paper under the drawing and trace. This will give a faint outline in the desired position on the card. This should then be retraced with pen or brush as the case may be. About three different sizes should be made and kept ready for instant use. These patterns may be reversed by simply using the carbon paper with the black side up and under the drawing already on. This will give a drawing of a hand pointing in the opposite direction.

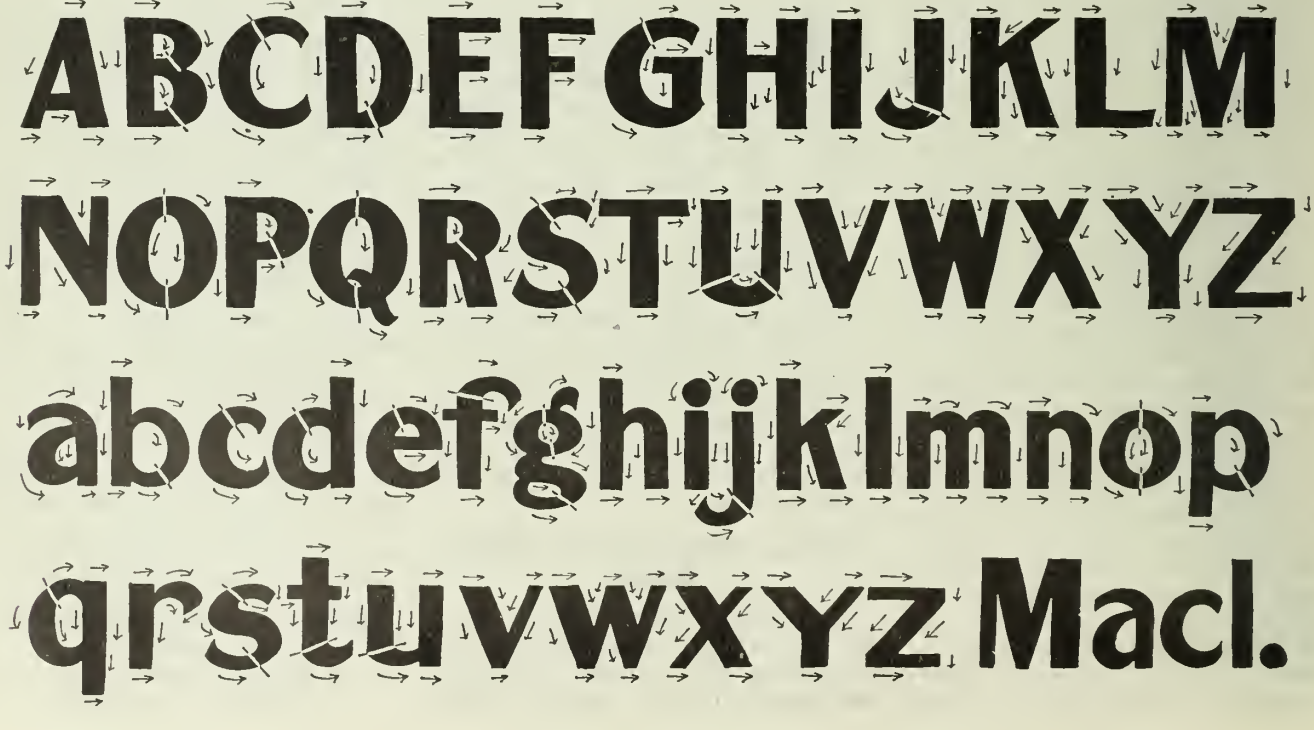
One thing essential is to have the drawing beyond reproach, even by an artist. That is, have the proportions correct and make it appear full of life and snap. This must be done entirely by outline. Shading of the drawing should not be attempted. Another thing to be avoided is the tendency to reproduce the human hand in its natural state. It should only be made as an outline drawing that will give at a glance the desired result of acting as a directory.

Some cardwriting courses on the market to-day use a method for hand formation which should be commented upon. This style is the using of angles, etc., in order to get the hand in the proper proportions. It is a very slow process and all one can say about it is that it is not "modern cardwriting." It is more of a draughtsman's or designer's method and too slow for rapid cardwriting.

It is well to have various styles of index hands that can be used for variety's sake. If one keeps their eyes opened. these may be found from time to time in magazine advertisements.

Note carefully the collection of cards illustrated in Fig. 1. Here we have a few styles of index hands in actual use on show cards. These only represent a few of the various ways in which the hand can be used.

Card No. 1 is 11 x 14 inches in size and shows a brush stroke outline index



hand in use together with the upper case lettering shown in this month's chart.

The pointer shown is a style which is favored by many cardwriters, both on account of its being an easy one to execute and being snappy in appearance.

Card No. 2 is 14 x 22 inches in size and written portrait style. A card after this nature can be used to attract the attention of the customer. It should be hung near the stairway so that the hand would be pointing down in the right direction. If suspended from the ceiling, it should be similar on both sides. It will be noticed the hand is not the same shade as the card. Mix, a flesh shade of opaque show card colors (red, yellow and white) and paint all the interior. This is not shading and only takes a couple of minutes to do. This makes a very effective contrast to the white background. The hand is first outlined in black with a small brush. The lettering on this card follows out this month's lesson chart with the exception of the words "in the basement," which are brush stroke work. The underlining is flesh color, the same as the hand, and the outline border of the card is black.

Card 3, the "Children's Section" card, shows the use of a silhouette pointer. This makes a very effective card and readily attracts the attention of the customer. This drawing is very similar to that on card 1, except that this one is made silhouette by painting in with black. Note how the narrow white lines bring out the lines of the fingers and nails. Note how the cuff is treated. The lettering is of the lower case type and shows this month's lesson put into use.

In card No. 4 we have the arrow used on the card as a pointer in place of the hand. This is not so popular as the latter, but is quite as effective. It is very easily drawn and serves as a variety. Note how the grey shade is used behind the arrow. This makes it stand out in

relief. The word "stoves" illustrates how a work with the letters receding is made. It starts at the left, about 2½ inches in height and slopes to about 1½ inches. The top of the work is kept parallel with the top of the card. The bottom of the word slants up to the right.

Card No. 5 shows the pen-drawn index hand in use. A drawing like this should be used on a card that is to be seen at "close up." The fine lines are too light for a card that is to be seen at a distance. This card also shows this month's lesson in use.

It will be noticed by viewing all these cards the importance of proper spacing to allow for the index hand. Note how the lettering is curved and sloped to make the pointer prominent. This is a very important part of the work and special attention should be paid to it.

Errors in Drawing

In Fig. No. 2 we have an object lesson. These are a few of the many errors made by beginners who will not take the time to make these drawings correct.

"A" Here is a hand that is too narrow. Note how narrow the wrist is. This mistake is often made and should be avoided.

"B." This is just the opposite to the preceding one. It is too short and thick at the wrist. Note how clumsy it appears.

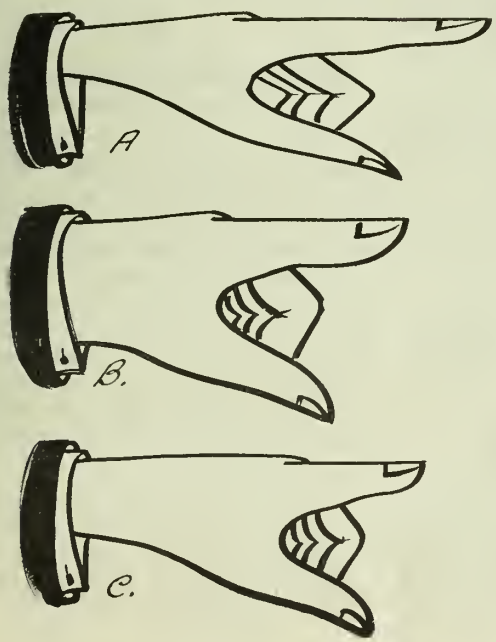
"C." This is another common mistake. The wrist is too long and the fingers and thumb are too short and stubby It is important that this be avoided.

During this entire series of "Cardwriting Made Easy" lessons, many varieties of alphabets, both of heavy and light formation, have been taken up, some suitable for large show cards and others for the the finer kind of show cards. All of these are important to the cardwriter because each and every one has an important place in the show card world.

The alphabet this month shows yet another style. This one is called by sign painters "thick and thin." Some cardwriters call it a single and double stroke. It is a bold faced letter which is used on large signs and show cards alike with good effect.

For the finer show card work it is not advisable because a small bold faced letter has not the appearance that a finely spurred pen or brush stroke Roman letter has. So it is well to keep this letter to the larger cards and posters. For any card or sign that is to be read at a distance this type is excellent.

For reference sake we will call this a thick and thin type. It gets this name because one stroke of the letter is thick-



er than the other. On show cards, when this type is used, always use a brush that makes a stroke the same width as the narrow stroke of the letter. That means the narrow strokes are all to be made with one stroke of the brush. The wider strokes being twice as broad or two strokes wide. This type when executed properly does not need any filling in because the outline strokes will completely cover the centre of the letter.

It will be noticed that the stroke of each letter has not been numbered on this chart as on previous charts. This is more difficult to illustrate on account of the more numerous strokes than the brush stroke letters have. However, with the previous lessons in mind one should experience no difficulty in working out this formation. The numerous overlapping of strokes also makes it impossible to number them correctly.

The first thing is to have the brush working properly. It must have a good chisel point and without a ragged edge. As the width of the fine stroke is a brush stroke use the size of brush that will make this stroke properly. Have the color working smoothly and work the brush to a good point on a piece of waste card before attempting this work. An individual explanation of this alphabet is not necessary, as the same method applies all the way through. Some of the curved letters are marked when the strokes join or overlap. The arrows indicate the direction in which to draw the brush. Notice that the ends of all strokes are finished with a stroke across the end.

Canada's Potato Crop

IN the Census and Statistics Monthly, published by the Government, the following figures appear:

Prince Edward Island—The total production amounted to 6,386,000 bushels, as against 3,558,000 bushels last year. The average price was 52c per bushel, as against 46c last year.

Nova Scotia — This year 6,935,000 bushels, against 4,759,000 last year; while the average price was 69c per bushel, as against 58c last year.

New Brunswick—7,488,000 bushels, against 5,772,000 last year, and an average price of 84c, as against 64c.

Quebec showed a considerable falling off, there being 14,672,000 bushels, against 17,510,000 bushels. The difference in average price per bushel was 97c, as against 55c.

Ontario showed a still more pronounced falling off. This year showed 8,113,000, as against 14,362,000 last year, while the price shows a practical reversal, $1.28 being paid for what was bought for 76c last year.

Manitoba shows a slight increase—4,760,000, against 3,104,000; the differences in prices were 61c per bushel, as against 54c.

Saskatchewan figures are 5,280,000 this year, 4,428,000 last; the prices were 62c, against 49c.

The far Western provinces all showed a considerable falling off.

Alberta produced 4,602,000, against 5,155,000; while the price rose from 33c to 53c.

British Columbia also showed a falling off; the yield was 2,892,000, against 3,956,000, and the price increased from 45c a bushel to 70c.

The total yield for all provinces was 61,828,000, against 62,604,000 bushels, a falling off of upwards of a million and a half bushels; while there was actually paid for this crop $49,654,000, against $35,964,000. In other words, though there was actually a crop scarcity over the former year of a million and a half bushels, there was paid for this short crop over $13,000,000 more than for the crop of last year, making a percentage price of 81c a bushel, as against 57c last year. This might serve in a measure to explain the causes of the high prices of this year as compared to last, and set at rest some of the newspaper agitations on the potato question.

Hay and Clover More Plentiful

The report also outlines some of the other Canadian crops. Turnips and other roots have fallen below the figures of last year by 23,000,000 bushels, while the price paid for them was the same as last year.

Hay and clover advanced nearly four million tons and sold somewhat lower than last year, the average price being 11.51, against 14.22.

Fodder corn was short of last year's production about a million and a half bushels, but sold at approximately the same price.

The production of sugar beets declined 70,000 bushels, or practically half. The price was 6.20, as against 5.50.

BOOKKEEPING FOR 1917

(Continued from page 21.)

his mother, father or other guardian sign for him. I have saved lots of trouble that way. Such slips are filed with charges in the account file and kept, together with any later agreements, in the White account.

Now, whether you use a cash register or not, the best way to care for all such petty matters is to write each item on a slip and keep for reference. In case of payments, have the recipient sign the receipt. This helps out a lot, too, in many cases .

When you begin operations in the morning after you have balanced your register or cash, take these petty slips and sort them into merchandise payments—butter, eggs, etc. Barn payments, hay, oats, axle grease; expense payments, such as coal, light, telephone, wages, whether all taken together or subdivided into clerks' and barn wages, etc. When you have them sorted, paste them into the counter blotter, one below another, each class by itself, so that only the bottom of each under slip is visible. Now extend to the outer column of the book the amount of each slip and add up the separate totals. Here, now, you are all ready to begin as I shall indicate next week.

WAR AND THE SPINACH CROP

It seems a far cry from war to spinach, yet the war is given as the direct cause of the short crop of this healthful vegetable. The United States Department of Agriculture reports that Hollands embargo forbidding the export of spinach seed has materially lessened the acreage of this commodity. It is estimated that the crop will reach 550,000 barrels, compared with 786,826 barrels for last year. There is a considerable quantity of this product imported into Canada both fresh and canned, and the shortage may have an effect on the price here.

SPANISH OLIVE CROP A PRACTICAL FAILURE

There is a very short Olive crop reported from Spain this year. Following last year's heavy crop, it was expected that this year's crop would be light, but the natural shortage was increased by the inroads of insects. The Queen Olive crop is a practical failure, will in fact probably not reach more than one tenth of a normal crop and the quality is reported as poor. It is estimated that only about 3,500 hogsheads have been cured and of this only about 2,500 will be available for shipment.

The Manzanilla crop has not suffered to the same extent as the Queen Olive but the crop of this variety will also be very light, probably not more than one sixth of an average good crop.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

A change is announced in the personnel of the firm of John Hopkins, 186 Union street, St. John, N.B. The present change involves the retirement from the firm of one member, G. A. Stanley Hopkins. His two brothers, Aquila D. and Frank B. D. Hopkins, continue business at the old stand.

After an inquiry into the cost of producing and retailing milk, the City Council of St. John, N.B., came to the conclusion that they could not pronounce the present price of ten cents a quart unjustifiable. In consequence of this no further action will be taken by the civic authorities to combat the increased price.

Quebec

J. H. Debelois of Joliet, Quebec, was on a business visit to Montreal during the past week.

Montreal retail trade during the holidays is reported extremely good, and the outlook for the New Year is considered very hopeful.

Friends of Alex. McIntosh, baker of Point St. Charles, Montreal are glad to hear that he is improving in health after an attack of grippe.

R. Fournier of the staff of Hudon Hebert et Cie, wholesale grocers, Montreal, was in St. Jerome, Que., over the New Year holiday. He found business there exceedingly brisk.

P. M. Girard of the staff of Hudon Hebert et Cie, Montreal, has been most unwontedly detained from his accustomed place at business this week owing to passing indisposition.

J. A. Padgett of the staff of the Robin Hood Milling Co., in Montreal for the past couple of years or so, is leaving that firm shortly to go into business for himself in Lindsay Ontario.

Missed by a wide circle in the flour business will be Andrew Holiday, the veteran cooper, who passed away quite unexpectedly on the first day of the New Year. Although 84 years of age, Mr. Holiday was at work till the last working day of 1916, drawing his pay on Saturday afternoon. He has been known to flour merchants of Montreal for the past 40 or 50 years, and was a sterling character of the old school.

The death occurred at the General Hospital, Montreal, on New Year's day, of Norman S. Croker president of the Castle Blend Tea Co. The late Mr. Croker was found shot through the head in his warehouse St. Maurice St. Montreal on Dec. 7 but owing to his great vitality survived the wound until the end of the month. An inquest is to be held into the circumstances. Deceased who was well known and respected in tea trade and business circles of Montreal, leaves a widow and three young daughters.

Ontario

Wm. McNabb, Toronto, has sold his grocery business.

The Quick Bread Flour Co., Toronto, have discontinued.

Hub Grocery and Meat Market, Fort William, have commenced business

W. E. McMann, Toronto, has sold his grocery store to E. H. Mulbert.

J. P. McDonald, grocer, Port Arthur, has been succeeded by J. L. McMullen.

W. A. McPhail, Ottawa, has been succeeded in his grocery store by S. R. Gibson.

Roy E. Elsley, Bronte, has been succeeded in his grocery business by L. Joyce.

J. P. McDonald, Port Arthur, has been succeeded in his grocery store by J. L. McMullen.

Fire broke out in A. L. Campbell's grocery store, Lindsay, on December 26, causing $3,000 damage. The confectionery store and stock of W. McWaters was also damaged slightly.

The Kitchener Commercial Travelers' Association was organized on December 26. The election of officers was followed by a banquet, where a number of short addresses were given by a number of prominent speakers, amongst whom were J. G. Kane, of Toronto, president of the Commercial Travelers' Association of Canada, and J. H. Laughton, of the London Association. W. J. Moody was elected president of the association.

Western Provinces

E. Foran, Winnipeg, Man., has opened a grocery store.

A. Erne, grocer, Drumheller, is commencing business.

Rose Shaw, Beausejour, Man., has opened a grocery store.

J. P. McDougall, St. Boniface, Man., has opened a grocery store.

Woodsides, Ltd., Saskatoon, Sask., have sold their grocery store.

R. J. Walker, Carnduff, Sask., has been succeeded by J. B. Anderson.

Herbert and McGregor, Brandon, Man., have opened a grocery store.

G. A. Brown, Beausejour, Man., has added groceries to his butcher shop.

Mitchell Fruit Co., wholesale fruit, are commencing business at Condor, Alta.

Nimens and Wilson, Winnipeg, grocers, have been succeeded by F. P. Wilson.

The Provincial Canning Co., Victoria and Rivers Inlet, are commencing business.

J. A. McWatters, Penticton, B.C., has opened a grocery and gents' furnishings store.

W. H. Liese, Nokomis, Sask., has sold the stock of his general store to N. C. Taylor.

Prelate Supply Co., Prelate, Sask., have sold their general store to John Chechik.

S. L. Deroche, Winnipeg, Man., is advertising the stock of his grocery store for sale.

Dederer Bros., Winnipeg, Man., have opened a branch grocery store at Prussia, Sask.

Hugh J. Hickey, of Mason and Hickey, Winnipeg, was out of the city over Christmas.

Ida M. MacMillan, Winnipeg, Man., has sold her grocery store to Wagai & Blackburn.

S. T. Wallace, groceries and furniture, Vancouver, B.C., has disposed of his furniture stock.

The Fairview Grocery, Vancouver, B.C., has been taken over by the Calladine Grocery.

M. A. Rowe, general merchant, Nanaimo, B.C., has sold his business to Malpas & Wilson.

H. B. Norwood, Edmonton, has started a wholesale and retail fruit and produce business.

T. D. Watt, Escott specialty man, spent Christmas in Winnipeg at the home of his sister.

Robert Campbell, Saskatoon manager of W. L. MacKenzie and Co., was in Winnipeg last week.

J. Ross, Winnipeg, Man., suffered loss to his grocery store by fire. The loss was covered by insurance.

H. C. Andrew, the Calgary manager of the Donald H. Bain Co., was a visitor in Winnipeg during the holidays.

J. A. Campbell, manager of the Dauphin branch of Cameron and Heap Ltd., was in Regina over the holidays.

Rosholt and Wold, St. James, Mani-

toba, have been succeeded, in their grocery and butcher store, by H. Shapiro.

W. E. Carruthers, manager of the Moose Grocery Co., Moose Jaw, was recently married to Miss Phebe Hysop.

George McLean, head of the Geo. McLean Co., Winnipeg, wholesale grocers, was laid up during the holidays with illness.

C. Stewart Burton, manager for Cameron & Heap, Ltd., Regina, spent the holidays with his wife and son at Medicine Hat.

Andrew Cranston, city traveller for Campbell, Wilson and Strathdee, Regina, was a visitor in Winnipeg over Christmas.

E. H. Telfer, Calgary manager of W. H. Escott Co., has been confined to his home with illness for two weeks, but is recovering.

W. H. Escott Co., have been appointed representatives in the West for Robinson and Sons, Hamilton, ice cream cone manufacturers.

It is understood that the MacLean Grocery Co., wholesale grocers, Regina, are moving into larger and more commodious premises.

Frank Guise, city salesman for H. G. Smith, Ltd., Regina, spent Christmas with his mother in Winnipeg, later leaving for the East.

William F. Lea, until recently Saskatchewan detail man for Libby, McNeil and Libby, has joined the staff of Tees and Persse as Regina manager.

Clarence Vivian, buyer for H. G. Smith Co., Ltd., Regina, spent the holidays with his wife and family at his old home, Fort Rouge, Winnipeg.

Alex. Chalmers, Regina manager of W. L. MacKenzie and Co. spent Christmas with his wife at Fort Rouge. They were accompanied by Alex. Chalmers, Jr.

Mason and Hickey, manufacturers agents, scheduled their branch managers convention for Wednesday, Jan. 3 in the vice-regal suite of the Royal Alexander Hotel, Winipeg.

Browns' Limited, Medicine Hat, have made extensive alterations and additions to the meat department. A larger refrigeration plant is being erected and an extra cutting block being put in.

J. L. Forrest, Saskatoon manager of W. H. Escott Co., has been in the East over the holidays, and before returning will visit the firm's principals in some of the large Canadian and American cities.

W. B. Grant, Saskatoon manager for Mason and Hickey spent Christmas with his family at Hamilton, Ont., but returned to Winnipeg for the Mason and Hickey convention of branch managers this week.

Duncan D. Ferguson, Edmonton manager of W. L. MacKenzie and Co., was at headquarters in Winnipeg last week, and called at Moose Jaw on the way up, where he was formerly with the Codville Co.

The managers of Cameron and Heap Ltd., are meeting in Winnipeg early this month for a convention. Winnipeg is central, the head office being at Kenora, Ont., and branches at Fort William, Regina, Prince Albert, and Dauphin.

J. G. Hargrave Co., Ltd., one of the oldest retail grocers in Winnipeg, having been established there since 1879, are going out of business, and will devote all their time to their fuel business, which has assumed large proportions.

L. Murray Fuller, original proprietor of Fuller's Cash Grocery, Prince Rupert, B.C., later Fuller & McMeekin, has disposed of his interest in the firm. Thos. McMeekin, his partner, is continuing with the firm, now to be known as Fuller McMeekin Company.

The retail grocers of the city of New Westminster, have decided to go into the bakery business in competition with the regular bakers, and have now, through their association, leased a property equipped as a bakery. The new bakery will have a capacity of between 8,000 and 9,000 loaves per day.

The City Council of Prince Rupert, B.C., has been holding sessions of enquiry into the high cost of living. A proposition put forward was that the council buy sugar by the car load from Windsor, Ontario, and sell it to the retailers of Prince Rupert. There is a city market in Prince Rupert, also a Retail Merchants' Association. Interests of both are being represented before the City Council.

R. W. Atkinson, Edmonton manager of W. H. Escott Co., with T. H. Kaveney, the Regina manager, are calling on the company's principals at Vancouver, Seattle, San Francisco, Fresno, and will spend a vacation in Los Angeles. On their return to Winnipeg Jan. 15 they will call at Minneapolis and Chicago.

TRAVELLERS' CONVENTION OF THE W. G. PATRICK CO.

The W. G. Patrick Co. held a convention of their travellers from the Montreal, Toronto, Winnipeg and Calgary districts, in the show rooms of the Company on Wellington Street Dec. 27. A great deal of enthusiasm was displayed over the success of the business for the year, which had totalled the highest figures yet reached by the firm, even beating the 1913 record, which up to this time had been the goal aimed at. If the enthusiasm of the salesmen count for anything the year 1917 should show still further advances.

TEA FIRM REMEMBERS EMPLOYEES AT XMAS.

The travellers and staff of the T. H. Estabrooks Co., Toronto, had a very pleasant surprise when their Christmas envelope disclosed a very handsome Christmas gift. This is the kind of generosity that adds to the pleasant relations existing between a firm and its employees. This year the Estabrook Co. distributed some $2,000 in this way.

THE SALE OF FLAVORING EXTRACTS

(Continued from page 25)

the purpose of flavoring food, is a solution of correct strength, as hereinafter defined, of sapid and odorous principles derived from an aromatic plant or parts of a plant, with or without its natural coloring matters; and conforms in name to the plant used in its preparations.

2. The usual solvents employed in the preparation of flavoring extracts are ethyl alcohol, water and glycerine. In the event of any other solvents than ethyl alcohol, water and glycerine being used, such solvents shall be harmless to health, and their names shall be plainly stated on the label.

3. Solutions of natural or synthetic preparations such as vanillin, coumarin, benzaldehyde, methyl salicylate, or other sapid and odorous compounds, more or less resembling substances found in plants, or absolutely identical with these, if harmless to health, may be sold for flavoring purposes, if properly labelled so as to make it quite clear that they are not extracts as above defined; and preferably by the use of the word artificial or imitation.

4. If an extract be fortified or strengthened by having such natural or synthetic preparations as are referred to in the immediately preceding section added to it, the fact of such addition shall be clearly stated on the label, or the word **compound** or **mixture** shall be used to describe it.

5. Lemon Extract is the flavoring prepared from the lemon peel, or from oil of lemon, and contains along with more or less of the terpenes of lemon oil not less than two-tenths (0.2) of one per cent. of citral derived from oil of lemon.

6. Terpene lemon extract is the flavoring extract prepared as above described, and contains not less than five (5) per cent. of oil of lemon, and not less than two-tenths (0.2) of one per cent. of citral, derived from oil of lemon.

7. Vanilla Extract is the flavoring extract prepared from vanilla bean with or without sugar or glycerine, and contains in 100 cubic centimetres the soluble matters from not less than five (5) grams of the vanilla bean (the dried, cured fruit of vanilla planifolia).

Under these circumstances, the necessity of meeting the strict Government requirements as to composition make it extremely difficult for any retailer to assume the responsibility for these goods, and it would certainly seem to be the part of wisdom to throw the onus of the matter on the shoulders of the manufacturer, and merely let the retailer's name appear in the capacity of vendor.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

FLOUR during the week has held in a steady market with increasing firmness, due to the net gains in the upward price of wheat. An advance of 30c per barrel is recorded and the market is in continued firmness. Sugar declined 10c per hundred during the week. This was stated in CANADIAN GROCER last week to be a strong probability. Conditions in Cuba continue favorable for a good crop of sugar. Butter is slightly easier, with a weakening noted in the price of creamery solids. Egg prices are weaker. Owing to the increased arrivals of new-laids the price has declined during the week. Storage eggs, however, are firmly held, as supplies are diminishing. Eggs from the Chicago district will be an increasing factor in the storage egg market from now on. Poultry is in a dull market, many of the wholesalers having to place their left-over stocks from the holiday season in storage in order to save them from a dead loss. Honey is in a fair demand and prices are firm in this commodity. Shipments of dried fruits and other commodities from United States points are coming forward better. Embargoes recently in operation on certain railroads in that country have caused much inconvenience and delay to Canadian purchasers. Peppers are in firm market, with an advance recorded in white pepper during the week. Cloves are also in very firm market. Chicory is in strong market and is expected to be much higher in price. Teas have held steady during the week, with possibility of higher prices through the constantly advancing freight rates and marine insurance. Salt has advanced during the week. Certain brands of coffee in the tin have also been marked up. Bulk pickles have registered an advance. Rices are firm. One brand of package oatmeal has recorded an advance. Business during the week was quiet at the year-end, but opened up with much promise during the first days of the New Year.

QUEBEC MARKETS

MONTREAL, January 2.—Wholesalers generally report a condition of exceedingly encouraging business by the retail trade during the holiday season, which is not yet concluded in this province. Big business was done even at high prices. A marked shortage of imported goods was felt, but Canadian made lines, and United States products filled the gaps. Jams, pickles, and dried fruits were short in imported lines. British jams and pickles mostly were in insufficient supply, and European dried fruits as well as to some extent Californian. Jobbers are busy stock-taking. On sugar a ten cent decline has been recorded. The wheat market is firmer, and flour has advanced thirty cents at date of this writing.

Sugar Declined by Another Ten Cents

SUGAR.—In weaker market as noted in CANADIAN GROCER last week, sugar declined ten cents per 100 lbs. in Montreal on the 29th December (date of publication of CANADIAN GROCER). This decline is due to the condition of the sugar market generally. The big crop in sight (if all goes well) has had its effect on the market for raw cubas, and these are quoted now at 4¼ cents. But the raw market is stiffening a little now, and though New York refiners dropped their prices again round the year-end period, there is a feeling that the movement is simply to restore proper proportion between raw and refined prices, the margin having been of late quite disproportionately large in good market opinion. The adjustment may be finally reached not through further declines in refined prices, but by an advance in the raws. Meantime the sugar market is still rather weak.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 50
Acadia Sugar Refinery, extra granulated	7 40
Special icing, barrels	7 70
Yellow, No. 1	7 10
Powdered, barrels	7 60
Paris lumps, barrels	8 10
Crystal diamonds, barrels	8 10
Assorted tea cubes, boxes	8 10

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Are In Steady Market

Montreal

CANNED GOODS.—No change falls to be recorded at the present time as regards canned goods. Prices are settling down to an average market basis, but there are still differences in the market due to a certain amount of consideration shown here and there by wholesalers to particular customers caught by the rising market, and helped round the corner by their jobbing house on account of former dealings. This represents only a very small phase of the situation, however, the main condition being for firm prices, and a reasonable demand for the goods. The outlook is for steady prices in accordance with average quotations as given below:

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 65
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 00
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75

Australian Currants Offered Not Held

Montreal

DRIED FRUITS.—Retailers reports to leading wholesalers at the beginning of the New Year were all encouraging as regards the amount of business done, and all more or less agreed that the demand for seasonable dried fruits exceeded supplies. There will be difficulty in getting sufficient new stock of dried fruits of many kinds of the varieties imported from Europe, in the coming year owing to ship shortage, and wharfside difficulties of many sorts in which lack of labor bulks large. But there is a ray of hope from the currant market, Australian currants being now offered to brokers in Montreal, whereas formerly they were held firmly for 17½ cents a pound (Coast price). As regards other lines of dried fruits prices remain as previously quoted:

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 12
Apples, choice winter, 50-lb. boxes	....	0 12
Apricots (old crop)	0 16	0 17
Slabs	....	0 18
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 12
Pears, choice	....	0 13½

DRIED FRUITS.

Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fins, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Figs—		
Spanisb (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 10
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses New Crop To Be High-Priced

Montreal

MOLASSES AND SYRUPS.—With the growers in Barbadoes holding out for the assuming of war risks and higher freight charges by the buyers in Montreal, the prospects of early business being booked in molasses for future delivery of new crop are rather retarded. The attitude of the buyers here is quite firmly against assuming unknown risks to an unlimited extent, but as some agencies are rumored to be booking orders for new crop futures on the old basis (a rumor which leading wholesalers do not deny is correct) there is every possibility that the buyers here will be having their own way with the situation after all. Still the prospects are for very firm priced new crop molasses. Corn syrups are in unchanged market, very firm. Maple syrup is scarcer, and going towards firmer prices until new crop can be secured.

	Prices for Fancy, Island of	Choice, Montreal.
Barbadoes Molasses—		
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 25
5 lb. tins, 1 doz. in case, case	3 65
10 lb. tins, ½ doz. in case, case	3 55
20 lb. tins, ¼ doz. in case, case	3 50
Barrels, about 700 lbs.	0 04½
Half barrels, about 350 lbs.	0 04¾
Quarter barrels, about 176 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 70
3 gallon wooden pails, 38½ lbs. each, per pail	2 40
5 gallon wooden pails, 65 lbs. each, per pail	3 70
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 75
5 lb. tins, 1 doz. in case, per case	4 15
10 lb. tins, ½ doz. in case, per case	4 05
20 lb. tins, ¼ doz. in case, per case	4 00

Tapioca is Still Scarce and Firm

Montreal

RICE AND TAPIOCA. — Tapioca keeps in firm market with no more plentiful supplies immediately in sight. Rice is in the same market condition as for the previous week, in fairly good demand, and at prices which market opinion considers exceedingly reasonable as compared to the cost of certain other foodstuffs. The seasonable demand for rice is normal, good business being done.

Rangoon rice, per 100 lbs.	....	4 30
"Texas" Carolina, per 100 lbs.	....	7 00
Real Carolina, per 100 lbs.	7 50	8 00
Patna (fancy)	....	7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	....	0 09½

A Few Jap. Beans Quickly Disposed of

Montreal.

BEANS.—Conditions in the market for beans and dried vegetables maintain unchanged for the time being. Prices rule very firm, and dealers consider themselves fortunate in being able to obtain sufficient quantities. Holders of beans in California are still reluctant to part with their stocks, and the same condition is reported as regards Japanese beans. A carload of Japanese beans found available in California was snapped up within an hour of its being offered on the Montreal market, but its presence does not imply that any more are immediately available. Canadian beans are still firm, and being held for firmer prices presumably expected towards the spring. Peas and barley are firm at prices quoted.

Beans—		
Canadian 3-lb. pickers, per bushel	6 75	7 20
Canadian hand-picked	....	7 50
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	0 08¼	0 09
Peas, white soup, per bushel	3 50	3 75
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	....	5 75
Barley, pearl, per bag 98 lbs.	....	6 50

No Let-up in Sight For Nut Markets

Montreal

NUTS.—The market is quiescent now for the holiday, and "after-holiday" period. Prices remain as quoted previously. Good demand was experienced during the holidays, according to the reports of retailers now being heard in the offices of wholesalers. The outlook as regards imported nuts from the European ports of export is if anything more unsatisfactory than it has been during the period before the holidays. Ships appear to be getting scarcer, and the whole matter of freight rates, war risks, and deliveries is very troublesome, pointing to very firm prices for the near future, and perhaps for longer.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

Greater Demand For Cocoa is Recorded

Montreal

COCOA.—The only feature of the cocoa and chocolate market noticeable at present in opinion of those in touch with conditions, is the fact that there is a steady increase in the demand for all cocoas and chocolate products on the part of the consuming public. In times of high cost of living many people consider food values of their food purchases, and in winter, especially, the warming qualities of cocoa and chocolate (as evidenced by their selection for army and navy and arctic travel provisions) come to be appreciated by the purchaser at retail, with the result that greater activity is noted in the markets on the larger scale. The fact that in 1916 there were imported in America 50,000,000 lbs. more crude cocoa than in 1915, and double the amount imported in 1910, gives some idea of the growth of the public demand for this foodstuff and beverage.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Coffee Advances One Cent a Pound

Montreal—

COFFEE.—Something like the last straw that broke the proverbial camel's back has been laid upon the long-suffering shoulders of coffee in the final week of the Old Year. As regards the camel the final trifle had a weakening effect, but in the case of coffee the accumulation of trifling causes for greater market difficulty has had a strengthening effect, and prices for coffees are advancing slightly. One leading firm in Montreal has issued this week a circular stating that owing to the accumulation of minor advances and expenses of marketing during the past year, prices of all lines are advanced one cent a pound for the incoming year. The advance is said to be small in proportion to the increased costs of marketing borne at present by the large dealers, the actual total accumulation of extra packing costs and minor market advances being estimated at about a cent and a quarter more than the present one cent advance per pound.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Tea Markets Quiet, But Steadily Firm

Montreal

TEA.—Conditions as regards teas are practically identical with those described in last week's report. The market is decidedly firm in tone, and higher tea prices will come as a surprise to no one. Prices, for the time being, however, rule unchanged, though firm, and there is not likely to be any sudden alteration around the turn of the New Year. By the time 1917 is a week or so older there will be more activity in the tea market.

Pekoe Souchongs, per lb.	0 25	0 26
Pekoes, per lb.	0 28	0 30
Orange Pekoes	0 30	0 36

Firmness in Spices Steadily Maintained

Montreal

SPICES.—With the travelers in the city for the holiday period, wholesale spice merchants report the usual period of quietness in the avenues of this line of trade. But demand up to the holiday had been quite brisk, and the outlook for the New Year is for still brisker business with steadily firming prices. There can be no escaping from higher prices for spices in the coming year, as spot stocks which have been for so long selling away below the prices of futures, are surely coming to an end, and the ruling market prices for futures are still as firm as ever. In no one line is the tendency specially noticeable just at present, but in almost all lines it is observable, and importers are advising merchants against the danger of underestimating their stocks of spices.

	5 and 10-lb. boxes.	¼-lb. pkgs, dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 19	—0 23
Cassia	—0 25	—0 87	—0 37
Cayenne pepper	—0 28	——	—0 35
Cloves	0 30—0 52	—0 90	—0 39
Cream tartar—45 to 50c.			
Ginger, Cochin	—0 25	——	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 28
Mace	—0 80	——	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 30	0 87—0 95	—0 40
Peppers, white	—0 37	1 17—1 22	—0 39
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 18—0 22	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch		0 41
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole		12-15

Quiet Spell in the Fruit Trade

Montreal

FRUIT, ETC.—Although there has been a certain amount of activity in the wholesale fruit and vegetable business to complete orders for the holiday season when consumption of fruits has been quite up to normal experience in past years, still in the main business has been under the holiday quietness. Prices have remained unaltered, and no new fruits in any quantities to affect the market have been received. There were strawberries on the market (while the thermometer merrily recorded five below zero) but these were regarded merely as a fancy and extra luxury line, and were not quoted by many wholesalers. They were priced at a dollar a quart. Evergreen is still in demand as the holiday period does not end till fully a week after the New Year. Holly has not been so plentiful during the past week. Oranges come more and more strongly forward in seasonable demand, and all the winter apples are selling well and at firm prices Staple vegetable lines are in steady demand at unaltered prices.

Oranges, Navels, per box	3 75	4 00
Oranges (Floridas)		3 50
Oranges (Porto Rico)		2 90
Lemons	4 00	5 25

	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	
Fameuse, per bbl.	7 00	
Spies	6 50	6 00
Baldwins	5 00	4 50
Kings	5 00	4 50

Brussels Sprouts (quarts)	0 15	0 20
Cauliflower, per doz. bunches		2 50
Celery (California) crate		7 75
Onions, red, per lb. 4½ ds.		
Onions, Spanish, per crate		6 00
Potatoes, per bag (80 lbs.)	1 90	2 00
Carrots, per bag		0 75
Beets, per bag		1 00
Parsnips		1 00
Lettuce, Head, doz.		1 00
Lettuce, Curly, (boxes ¾ doz.)		2 50
Lettuce, Romaine, doz.		1 00
Lettuce (Boston), per box of 2 doz.		2 00
Tomatoes, hothouse, lb.		0 25
Horse Radish, per lb.		0 20
Cabbage, (barrel)		3 50
Cranberries (Cape Cod), barrel	10 00	11 00
Beans, U.S. wax, basket		4 00
Beans, U.S. green, basket		3 50
Leeks, per doz. bunches	1 50	2 00
Parsley, doz.		0 40
Mint, doz.		0 50
Watercress, doz.		0 50
Holly, per case		4 50
Holly, per doz.		1 50
Evergreen, per bale		2 00

Lobsters Alone High For Holidays

Montreal

FISH.—Owing to the general increase in consumption of flesh foods, meats and other holiday fare, and the conclusion of Advent with its days of abstinence from meats, the fish business of the past week has been rather less brisk. Prices, which in the opinion of leading wholesalers in Montreal, have about reached their top notch, were for the main lines unchanged during the week. Lobsters, however, show a considerable increase, having reverted to the very high figure of fifty cents per lb. Nevertheless, lobsters and oysters (both in bulk and in the shell) were in very good demand for the holiday season, and for the other lines both sea fish and lake fish, fresh or frozen, salted, dried, or otherwise cured, the demand experienced in the last week of 1916 was at least as good as in previous years.

SMOKED FISH		
Haddies	0 11	0 12
Haddies, fillet		0 15
Digby herring, per bundle of 5 boxes		1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		8 50
Salmon (Labrador), per bbl.		18 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		15 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 00
Codfish (Boneless), Blocks "Ivory" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 50
Prawns, Imperial gal.		2 50
Sbrimps, Imperial gal.		2 50
Scallops		3 00
FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.		8
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 10	0 11
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.		0 10
Dore	0 12	0 13
Smelts	0 10	0 15
Oysters—		
Selected, gal.		2 00
Ordinary, gal.		1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.		12 00
Clams (med.) per bbl.		8 00
FRESH FISH.		
Haddock	0 08	0 09
Steak Cod	0 09	0 10
Market Cod	0 07	0 08
Carp	0 10	0 11

ONTARIO MARKETS

TORONTO, Jan. 4.—Wholesalers report business opening up well during the first few days of the New Year. During the holiday week there was naturally a quiet time, and wholesalers seized the opportunity to go over their stocks. Flour is in firm market at the time of writing, but the wheat market is described as a purely speculative one, and with such conditions prevailing, fluctuations can be looked for in the price of wheat. Sugar registered a decline of 10c during the week. The new crop in Cuba continues to give promise of a good yield. Raw sugars at New York, however, have developed strength during the past few days, and this may indicate that the low point has been reached. Much will depend on the developments respecting the new crop in Cuba within the next two or three weeks. Bulk salt is one of the commodities that has advanced in price during the week. Catsup and pickles have also increased. Shipments from United States points are reaching the wholesaler with greater despatch at present, and cargoes that have been on the way for some time are reported as received. There is a firmness in the spice market, particularly so in peppers and cloves. Canned pink salmon are firmer, and have registered an advance during the week. Canned pumpkin is also up in price. Merchants look forward to a good year, despite apparent shortages in some lines.

Sugar Declines 10c; *Raw Sugar Firms Up*

Toronto

SUGAR.—During the week Canadian sugar refiners dropped their prices 10c per hundred on all grades. Extra granulated is now selling at $7.58 per hundred pounds by Canada Sugar Refining Company, St. Lawrence Sugar Refining Company, and the Atlantic Sugar Refining Company, while the Acadia Sugar Refining Company's price is placed at the usual differential of 10c per hundred below this figure, and is quoted at $7.48. During the week raw sugars at New York developed strength, and were quoted up 9c per hundred on sales made to a speculator. Raw sugar at this quotation sold at 5.27c per pound, duty paid. It is thought probable this figure will set the price for raws quite generally, and that for the balance of the month sugar will be firmly held. There has been a hand-to-mouth business in sugar quite generally, and since stocks have not been accumulating, it is thought highly probable that available stocks on hand must be light. Stocks in refiners' hands are also reported to be light, and it is anticipated they will have to stay in the market for their requirements at the advanced prices. Weather conditions on the Island of Cuba have continued favorable during the week. There is some possibility that the dry weather may have dried the sap from the cane and so decrease the estimated output. There are now 58 centrals grinding as compared with 95 at this time last year. The crop is somewhat backward. Under present conditions refined Canadian sugars are holding in a steady market.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 58
Acadia Sugar Refinery, extra granulated	7 48
Yellow, No. 1	7 18
Special icing, barrels	7 78
Powdered, barrels	7 68
Paris lumps, barrels	8 18
Assorted tea cubes, boxes	8 18

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated.

Salt Goes Up 20c *Barrel; Pickles* 5c *Up*

SALT, PICKLES, CATSUP.—Salt has advanced 20c per barrel of 280 pounds on certain grades and 5c per barrel on coarse and fine salt. Factory filled salt has made an advance of 15c per barrel of 280 pounds. When salt is put up in jute and cotton gunnies there is an advance for these of from 5 per cent. to 20 per cent., according to the size. Table salt in small bags has not been advanced. Welch's grape juice in the one-pint size has been advanced from $4.60 to $5 per case of two dozen. In the 10-cent size the advance has been from $5 to $5.20 per case of six dozen. Seal brand coffee has also advanced 1c per pound during the week. No. 1's are now selling at 35½c, No. 2's at 35c, and one-half pound tins at 36c. Sour pickles have advanced during the week, and are now quoted 5c per gallon higher on all bulk goods. Sweet pickles and chow have not advanced. Catsup is very firm in price, advances taking place at quite regular intervals.

Molasses Demand Expected Heavier

Toronto

MOLASSES AND SYRUPS.—There has been a fair demand for molasses during the week, with a consequent quietness, due to the holiday period. Dealers are expecting there will be good demand for this commodity for the balance of the winter months. The run on bulk molasses has not been as heavy as the canned article. Syrups have held steady in price during the week, with a seasonable demand.

Corn Syrups—		
Barrels, per lb.		0 04½
Cases, 2-lb. tins, 2 doz. in case		3 25
Cases, 5-lb. tins, 1 doz. in case		3 65
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, lb., 5¼c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, gal.	0 40	0 43
New Orleans, gal.	0 40	0 43

Pink Salmon Has Advanced 15c *Case*

Toronto

CANNED GOODS.—There is a firmness in the market for pink salmon, which has made itself evident by an advance in price of 15c per case. They are now quoted at $1.75 to $1.80 for the 1-lb. talls. Alaska red salmon, which is now in the market, is quoted at $2.75 to $2.90 per case. The pinks or cohoes from Alaska, on the other hand, are quoted at $2.40 per dozen for the 1-lb. talls. Canned pumpkin is in firm market, and is quoted up 10c per dozen. Tomatoes continue in a dull market, but the demand for corn and peas continues good. Stocks of tomatoes in the hands of wholesalers are comparatively light, and this is operating to hold prices steady. The American tomatoes in the United States market are easier in price, but there has been no disposition to let go at lower prices by dealers in this locality.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 80
Pinks, ½-lb. tins	....	1 00
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 00
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Corn, 2's, doz.	1 50	1 60
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 75	1 80

Spanish and Portugal Figs Are Plentiful

Toronto

DRIED FRUITS.—Dried figs is one of the commodities that is in the market in fairly large quantities. Recent arrivals have brought a good supply to the wholesalers. Freight rates and marine insurance have helped increase the price over last year, but even at that the advance has been far short of most other lines of dried fruit. Tap figs from Portugal are selling from 6¼c per pound to 7½c. Malyn figs from Spain are quoted up to 10 cents per pound. Candied peel is now comparatively scarce, but it is thought the heaviest demand for this article has been satisfied. New crop Grecian currants are now on the market, and are being quoted in some instances 2c lower than old crop goods. Prunes are in light supply on spot delivery with very few to come forward. Medium and small sizes are practically unobtainable. The California Raisin Association recently announced that they have some supplies of Muscatel seedless for sale at prices subject to confirmation. Shipments of dried fruits from the United States have been coming forward with greater despatch.

Apples, evaporated, per lb.	0 11½	0 12
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 24
Citron	0 26	0 28
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	....	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Packages, 3 doz. in case	3 50	3 90
Excelsior, packaes, 3 doz. in case	3 20	3 50
Dromedary dates, 3 doz. in case	3 85	4 25
Hallowee, per lb.	0 11½	0 12
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 06¼	0 07½
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25's, faced	0 13	0 14½
40-50s, per lb., 25's, faced	0 12½	0 13¼
50-60s, per lb., 25's, faced	0 12	0 12½
60-70s, per lb., 25's, faced	0 11½	0 12
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
Valencia, Cal.	....	0 10½
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 15	0 16

White Pepper and Coriander Seed Up

Toronto

SPICES.—There is a firmness in peppers of all kinds, which in certain quarters has caused an advance of 1c per pound, with intimations that others are to follow in the near future. All seeds that come from Holland are also in very strong market. Coriander seed has advanced locally from 3c to 4c per pound. Cloves are also in very active market, advances having been recorded in certain grades during the week. Carraway seed is also in very firm market, quotations at New York being as high as 51c and 52c. Locally the range has held

steady during the week in carraway. American high test cream of tartar is quoted up 1c per pound during the week. There are indications of still further advances in spices.

		Per lb.
Allspice		0 18
Cassia		0 32
Cinnamon		0 50
Cayenne		0 35
Cloves	0 35	0 50
Ginger	0 30	0 35
Mace	0 90	1 25
Pastry		0 30
Pickling spice		0 22
Peppers, white	0 37	0 40
Pepper, black	0 29	0 32
Nutmegs, selects, whole	0 40	0 60
Mustard seed, whole		0 28
Celery seed, whole	0 40	0 45
Coriander, whole	0 22	0 23
Carraway seed, whole	0 50	0 57
Cream of Tartar—		
French, pure	0 48	0 50
American high test	0 52	0 55

Insurance and Freight May Mean Higher Teas

Toronto

TEAS.—Announcement recently that the marine insurance rate from Liverpool to New York would be increased from 5 per cent. to 8 per cent. will affect the price of teas entering that port. This will mean ¾c additional on a grade of teas that sells at 25c. This will not affect the local tea market as much, however, as the increase in freight rates from Ceylon to New York. It now costs 10c per pound to bring tea from Ceylon direct to New York. A considerable amount of tea for Canada comes by this route. Much of the tea, however, comes by way of the London market. Prices have held steady locally, but there is an increasing firmness, due to the high freights and marine insurance.

	Per lb.	
Pekoe Souchongs	0 25	0 27
Pekoes	0 28	0 30
Orange Pekoes	0 30	0 34
Broken Pekoes	0 32	0 35
Broken Orange Pekoes	0 34	0 38

These prices do not indicate the wide range in the values. They are for good medium grades, and meant to give some indication of price movements.

Coffee Higher in Primary Markets

Toronto

COFFEE.—Coffee in the primary market is slightly higher in price owing to the rumor, it is believed, of the presence of a German commerce raider somewhere in the Atlantic. War risks have consequently advanced, and tonnage to carry the coffee from the South American ports is scarce. There are, however, large stocks being held in the United States, and these are keeping the market in a fairly steady position. Stocks at Rio and Santos at the end of last week were reported at 3,521,000 bags, as compared with 2,731,000 bags at the same time in 1915. In the local market prices are holding steady, with the exception of one brand of coffee in the cans, which has advanced 1c per pound. Bogotas are firmer by 2c per pound, and Maracaibo is up 1c. Chicory has advanced 1c per pound, and is expected to go higher.

Bogotas, lb.	0 27	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Mocha, lb.	0 33	0 36
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Shelled Nuts Will be Slow on Arrival

Toronto

NUTS.—Importers have experienced much difficulty in getting their supplies of nuts through from France. In the shelled walnuts, some that were due to arrive by December 10 have not yet made an appearance, and dealers are not looking forward to their arrival until about the first of next month. Transportation conditions in France are stated to be extremely precarious. Railroads have been unable to carry the goods, and in some cases teams have been requisitioned to carry the nuts to seaports. But there has been great difficulty in getting even this kind of transportation. Brazil nuts are very firm; some are still being quoted at 70c per pound for the shelled, but it is stated these goods would have to sell at 85c if they were brought in at present prices in the primary market. French Marbot walnuts are firmer in price by a half cent per pound.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 22
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18½	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	7 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 45	0 48
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Japanese and Siam Rice Are Very Firm

Toronto

RICE AND TAPIOCA.—There is a still greater firmness in the market for Japanese and Siam rices owing to the possibility of having to pay higher freight rates from the West Coast to Eastern points. The advance in freight rates that has been announced is 5c per 100 pounds, but it was stated this had as yet not not been put into effect, although it is expected as soon as the increased rate on the American railways goes into effect. Prices for all rices have held steady during the week. There has been a good demand for this commodity.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10½	0 11

Lima Beans Again Advance ½c Per Pound

Toronto

BEANS.—Following the advance of ½c per pound recorded in the price of lima beans last week there is a further advance of a like amount to record during the present week. These beans are now off the primary market owing to the big demand that has developed. Ontario and Rangoon beans are in firm market, the latter being quoted from $5.90 to $6 per bushel. Although high prices prevail for beans of all kinds at present, there are those dealers who assert that it will probably go higher still.

Ontario, 1-lb. to 2-lb. pickers, bush.	6 50	7 00
Rangoon, per bushel	5 90	6 00
Japanese, per bushel	....	6 00
Limas, per pound	0 10½	0 11

Package Cereals Are Up in One Instance

Toronto

PACKAGES.—Rolled oats in the square cases have been advanced in the instance of the Tillson brand to $4.75 per case, which represents an increase of 25c. Prices of all other package goods are holding steady. There seems to be a persistent rumor that one of the well-known brands of wheat products will advance even in the face of the assertion of representatives of the concern that there will not be an advance. There is a heavy demand for package cereals of all kinds. Dealers assert that it is due to the desire of people to economize in their outlay for food.

Cornflakes, per case	2 50	2 95
Rolled oats, round, case	4 00	4 50
Rolled oats, square case	4 75	4 85
Shredded wheat, case		3 60
Cornstarch, No. 1, pound cartons		0 08½
No. 2, pound cartons		0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Frozen Lake Trout and Haddie Fillets Firmer

Toronto

FISH AND OYSTERS.—There is a firmness in haddie fillets during the week, the lowest-priced article now being 13c, which represents an advance of 1c per pound in this commodity. Qualla salmon are also easier in price, and are quoted down as low as 7½c when purchased in five-case lots. Frozen lake trout are also firmer in price, being quoted from 12c to 13c per pound, which represents an advance of a ½c per lb. Quail on toast, one of the dried fish varieties, is quoted at 9½c per pound. Prices for oysters are holding firm. Dealers do not anticipate any lower prices, and think there will be a steadiness in the market at present prices unless storms in February should interfere greatly with the catch. Some Morris River oysters were on the market during the week that were quoted down as low as $1.85 per gallon. Kippered herrings are selling at $1.60 per box.

SMOKED FISH.		
Ciscoes, per lb.	....	0 13
Haddies, per lb., new cured	....	0 12
Haddies, fillets, per lb.	0 13	0 14
Kippered herring, per box	....	1 60
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
PICKLED AND DRIED FISH.		
Labrador herring, keg	....	4 00
Labrador herring, barrel	....	7 75
Salt mackerel, kits	....	2 25
Quail on toast, lb.	....	0 09½
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 15	0 15½
Cohoe salmon (red), frozen	0 13½	0 14
Qualla salmon (pink), frozen	0 07½	0 09
Haddock, fancy, express, lb.	0 08	0 09
Steak cod, fancy, express, lb.	0 09	0 10
Flounders, Maritimes		0 09
New York		0 10
Mackerel, frozen, lb.	....	0 10
FRESH LAKE FISH.		
Pike, lb.	0 07	0 07½
Whitefish, lb., frozen	0 11½	0 12

Herrings, frozen, Lake Superior	....	0 04
Lake trout, frozen, lb.	0 12	0 12½
Smelts, No. 1, lb.	....	0 12½
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 60	2 65
Shell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20
Winkles, per bag	....	1 75

Cuban Pineapples Have Reached Market

Toronto

FRUIT. — Some Cuban pineapples reached the market during the week, and for the 30's are quoted at $4.25 per case. American boxed apples are firm in price, being quoted at $2.75. Cranberries are also firm, being quoted at $11 without any of the lower price article being in evidence. Supplies of this fruit are becoming scarcer now that the holiday demand is over. Florida oranges are firm in price at $3.50 per case. California navels are easier, and are quoted down to $2.50 per box. Some of the frosted article is reported to be on the move still. Frost affects the orange by causing the juice to vanish from the fruit. When they are on the tree the juice recedes into the tree. If they are touched after they are picked the fruit is bitter. Frosted oranges that have been reaching the market recently were touched with the frost while they were on the tree. Some small boxes of Florida tangerines are coming to the market, being quoted at $1. Florida grapefruit for certain qualities is quoted down 25c per case. Strawberries are quoted down 25c per quart in certain instances, the range being 75c to 90c.

Apples—		
Barrel	3 25	6 00
Spys, No. 1	6 00	7 00
Spys, No. 2	....	5 50
Boxes, American	....	2 75
Boxes, B.C.	2 25	2 50
Bananas, bunch	2 50	2 75
Cranberries, bbl.	....	11 00
Boxes, 28-qt.	....	4 00
Oranges—		
Jamaicas, box	3 00	3 50
Floridas, case	....	3 50
Cal. Navels	2 50	3 00
Mexican, case	....	2 75
Tangerines, Florida, case	2 75	3 00
Tangerines, Florida, small case	....	1 00
Grapes—		
Spanish Almeria, small bbl., 40 lbs..	7 00	8 00
Grapefruit, Florida, case	3 50	4 00
Grapefruit, Jamaica, case	....	3 00
Grapefruit, Cuban, case	....	3 00
Porto Rican, case	....	3 00
Lemons, Cal., case	3 50	3 75
Messinas, case	3 75	4 00
Pears—		
California, case	....	4 50
Pomegranates, case	....	4 50
Pineapples, Porto Rican	4 50	5 00
Strawberries, 1-qt.	0 75	0 90

Canadian Celery and N.J. Sweet Potatoes Up

Toronto

VEGETABLES.—Canadian celery by the case is quoted 25c higher, and is selling at $5. There is a decreasing supply of this article. New Jersey sweet potatoes are also firmer in price, being quoted 15c to 25c per hamper higher. The range in British Columbia onions is from $3.50 to $3.75 during the week, which represents an easier price. New Brunswick and Ontario potatoes are holding steady at recent quotations. British Columbia potatoes are also quoted down to $2 in certain instances. The vegetable market during the week was quiet in common with almost all other business.

Artichokes, Cal. French, doz.	....	1 25
Beans, green string, hamper	....	6 50
Beets, bag	1 35	1 50
Brussel sprouts, imported, quart	0 15	0 25
Cabbage, barrel	....	3 50
Red, barrel	....	3 25
per pound	....	0 03
Cucumbers, hothouse, doz.	....	2 50
Cauliflower, Cal., 12 in box	....	2 00
Carrots, bag	....	1 40
Basket, 11-qt.	0 35	0 40
New, hamper	....	1 50
Celery, Canadian, case	....	5 00
California, case	6 50	7 00
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Musbrooms, 6-qt.	....	2 75
Onions—		
Spanish, crate 120 lbs.	5 25	5 50
Spanish, small crate	....	1 75
B.C. onions, 100-lb. sack	....	3 75
Green, per bunch	....	0 50
Potatoes—		
New Brunswick, Delawares, 90-lb. sacks	....	2 25
Sweet, New Jersey, hamper	2 15	2 25
Ontario, 90-lb. bags	....	2 15
B.C., 90-lb.	2 00	2 15
Parsnips, bag	....	1 50
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	0 25	0 50
Turnips, yellow	0 75	0 85

MANITOBA MARKETS

WINNIPEG, Jan. 3.—Perhaps the most important fact is the continued decline in sugar. It went down to $8.20 for standard granulated on Friday, December 30, and the decline was attributed to a weak raw market, caused by reports of heavy Cuban crop. Most lines are tending upwards, and, apart from specialties, a number of staples are up, including split peas, which are now $7 per sack. Pot barley is offered at $4.70 per sack. Evaporated apples are to-day 11½c, and are going upward, the supply of old pack being exhausted. Finnan haddie, which opened at 9c, cannot be bought to-day for much less than 15c.

Price Changes in Proprietary Goods

The following are some of the changes announced:—Keen's mustard advanced 4c per lb. all round; Maclaren's cheese is up 5c per doz. on packages; Surprise soap is now $4.50 per case, and Lever's coral soap is $5.45 per gross. These followed the advances of 30c per case two weeks ago. Tomson's coffee essence went up a cent to 12½c per package.

A number of patent medicines are up. The following are some changes: Eno's fruit salts, $8.65 doz., were $7.60; Milburn's headache powders, now $2.25 doz.; Dr. Wood's pine syrup, $2.25; Hagyard's yellow oil, $2.25; Burdock blood bitters, $8.50. There is an advance in lamp wick to 55c for A, and 80c for B per roll. Shipham's fish and meat paste are now, large siles, $2.35; small, $1.40.

Sugar Declined Ten Cents Hd.

Winnipeg

Sugar.—Another decline of ten cents per cwt. was announced Friday, Dec. 30, bringing the price down to $8.20. This follows a weakening in the raw sugar market, caused by the large crop of Cuban raws which is expected. It would be folly to say which way the market will go now, as the war is bound to have an important influence besides the Cuban crop.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 20
Extra ground or icing, boxes	9 05
Extra ground or icing, bbls.	8 75
Powdered, boxes	8 85
Powdered, bbls.	8 65
Hard lump (100-lb. case)	9 15
Montreal yellow, bags	7 80
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 25
Halves, 90 lbs., per cwt.	8 35
Bales, 20 lbs., per cwt.	8 35
Powdered, 50s	8 90
Powdered, 25s	9 15
Icing, barrels	8 90
Icing, 50s	9 10
Cut loaf, barrels	9 10
Cut loaf, 50s	9 30
Cut loaf, 25s	9 55
Sugar, British Columbia—	
Extra granulated sugar	8 20
Bar sugar, bbls.	8 65
Bar sugar, boxes, 50s	8 85
Icing sugar, bbls.	8 75
Icing sugar, boxes, 50s	9 05
H. P. lumps, 100-lb. cases	9 15
H. P. lumps, 5-lb. boxes	9 40
Yellow, n baigs	7 80

SYRUP.—There is no change in either corn or cane syrup. There is a fair volume of consumption. Little interest is shown in molasses just now. Lyle's syrup, which has been hard to get, is quoted to-day as follows: 2 lb. tins, $3.10 per doz.

B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, ½ doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 05

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Stratbcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

	Per gal.
Molasses—	
Barbadoes, ¼ bbls., per gal.	0 61
New Orleans, ½ bbls., gal.	0 42

Dried Fruits High Firm in Price

Winnipeg

DRIED FRUITS.—The market for evaporated apples remains very firm. Prices are high, and the question is asked: When are they going to stop? Supplies of old stock, which have been quoted between eight and nine cents, are practically exhausted, and the retail will be able only to buy new pack, paying around 11½c. Three pound cartons have been bringing 35c, but will be higher before long. Sultanas are offered at the following figures: Fancy, 14c; choice, 13½c; ex. fancy, 14½c. A new price on apricots is as follows: 5-lb. cartons, $1.20 per carton. Raisins remain firm, and brokers do not anticipate a decline.

It begins to look as though Australian currants will take the place of Greek currants on this market during the coming year. They are selling a shade under prices which prevailed before Christmas. It is a little in between seasons for prunes as far as the jobber is concerned; they have all got fair stocks, having bought in the fall, but they will be in the market again soon. They will have to advance prices, as some of them are selling to the retailer on a lower basis than prices quoted in California. As stated last week, there is a preponderance of small prunes, whereas it is usually the other way around. Usually it is necessary to pay a premium for large ones. The effect has been to make large prunes cheaper; they are selling for 11½c, whereas in normal years they would have brought 14c.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	....	0 11
Apples, evap., old, 50-lb. boxes, lb.	....	....
Pears, choice, 25's	....	....
Apricots—		
Choice	....	0 20
Choice, 10's	....	0 20⅝
Peaches—		
Choice, 25-lb. boxes	....	0 10
Choice, 10-lb. boxes	....	0 10⅝
Currants—		
Fresh cleaned, Australian, lb.	....	0 19
Amalias, Greek, wet cleaned	0 18	0 18½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	1 95
Raisins, California—		
16 oz. fancy, seeded	....	0 11½
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 08¼
40 to 50, 25s	....	0 11½
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

Bean Prices Slated To Go Higher

Winnipeg

DRIED VEGETABLES.—An average price for good Japanese beans is $5.10, and the same beans are being quoted in the primary market at $6.10. It is obvious, then, that the jobber's price is bound to go up unless the price in the primary market comes down, which many jobbers think it will. The following prices are quoted to-day on barley: Pot, $4.70 per sack; pearl, $6.60 per sack. There has been an advance in split peas to $7 per sack for 98's. Brokers announce that blue peas are hard to get, and are tending up.

Beans—		
Japanese, white beans, bushel	5 00	5 30
Manchurian, bushel	4 25	4 65
California Lima Beans—		
80-lb. sacks	0 09½	0 09¾
Barley—		
Pot, per sack, 98 lbs.	4 40	4 70
Pearl, per sack, 98 lbs.	6 00	6 60
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	....	4 00

COFFEE.—The market is firmer, peace talk having boosted it somewhat. In the primary market they are asking about ½c higher.

Canned Goods Price Range Narrowed

Winnipeg

CANNED GOODS.—This is a period when it is difficult to say much, the canners having cleaned up their stock, and the jobbers just getting settled down to a basis. There is not such a big difference in quotations as there was a month ago. The following are ranges for canned vegetable quotations: Tomatoes, Canadian solid pack, 2½'s, $4.75; American, 24 3's, $4.50 (the latter are not as good quality as the Canadian, there being three grades in the States); American, 24, 2½'s, $4.25; Peas, standard 24, 2's, $2.55-$2.70; Early Junes, $2.75-$2.80; Corn, 24, 2's, $3.35-$3.50.

Scarcity of Fish Prices Are High

Winnipeg

FISH AND POULTRY.—Following the Christmas and New Year's holidays, there was very little poultry offering. In view of the shortage, prices held very well. Frozen Atlantic fish is slow in arriving, the only ones on this market last week end being finnan haddie and mackerel. Finnan haddie is bringing 15½c per lb., and has been rising gradually in price since it opened at 9c. The scarcity and consequent high price are attributed to the war, many of the fishermen having gone to the front. Frozen mackerel is bringing 13c. Lake fish has been held up by the snow, but supplies are expected now of white fish, pickerel, and goldeyes. All lines of fish are scarce and prices tend upward. Smoked goldeyes are up to 60c.

Oysters, Imperial gallon	3 00
Whitefish	0 10
Salmon, frozen	0 15
Halibut, fresh	....
Halibut, frozen	0 14
Lake trout	0 15
Cod, frozen	0 10
Smoked goldeyes	0 60
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50

Lemons Are Higher Potatoes Advancing

Winnipeg

FRUIT AND VEGETABLES.—While navel oranges are still bringing $3.50 per case, Floridas have declined to $3. On the other hand, lemons which were $4.50 a week ago, are now $5 per case, which is attributed to scarcity on account of frost. Many California lines are now being quoted by the crate, as for instance celery, which is $7, cauliflowers $4.50, and head lettuce $4. Cabbage is selling for $3 per cwt., and it is tending upward, being hard to get. Sweet potatoes bring $5 per hamper. Manitoba potatoes are selling at $1 per bushel.

WHOLESALERS REVIEW CONDITIONS.

(Continued from page 20)

in the city or the country—you will find the successful merchant in a town or district always 'aggressive,' and in the majority of cases devoting far less of his time to many of the things that his unsuccessful next-door neighbor lets himself worry about.

"The non-aggressive dealer is, therefore, bound to be eliminated and eventually we hope that as a type he will be reduced to a minimum."

"No one can look into the future and predict exactly what is going to happen, but there is to-day on every side a feeling of optimism. The past always affects to a marked degree the future and for the year 1916 we have much to be thankful for.

"Exports during the two years of war have almost tripled in volume, increasing from four hundred millions in 1914 to over one billion dollars for 1916. During the same period imports have increased by only fifty per cent., and for 1916 will have slightly exceeded seven hundred millions. So that our total trade for the year is approximately two billion dollars, being more than double that for the previous year. But it is not the total business done that counts so much as the favorable balance remaining, and for the year 1916 Canada will have a balance due in her favor of three hundred million dollars or more payable in gold by the countries to whom she has been selling. This compares with a **DEFICIT** of more than fifty millions as recently as two years ago and prior to 1914—the first year of the war—our deficit was more than a hundred million dollars per annum.

"We look into the coming year with far more confidence than we commenced the year that is past. And we believe that with the experience the trade has gone through in having to adjust their methods to changed conditions that we will be in a far better position to readjust ourselves to further changes and no matter what happens we surely should be in a position to make the best of it. Dealers have got to more and more pay strict attention to the goods they buy and their methods. They have got to figure out the "Reason why" they are in business. They must keep themselves advised as to markets and no better advice can be extended than that they should be careful readers of CANADIAN GROCER and particularly follow the editorial comments and market reports."

On the whole the wholesale trade is prone to look with a good deal of hopefulness towards the coming year's trade with the confident belief that in all probability Canada will again see a year of more than ordinary prosperity.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Jan. 3.—Sugar has dropped 10c to $8.75. Considerable further declines are predicted before spring arrives. Flour has advanced to $4.90. Holders of storage eggs seem anxious to clean up. As low as $9.75 has been quoted. New-laid eggs are rather more plentiful, but price still keeps high. Package cream cheese, Heinz pork and beans, Welch's grape juice are among the advances this week. Lima beans are offered at 10½c, and small lots of Kootenashi small white beans could be had at 8½c.

CALGARY:

Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s	....	4 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 55
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 75
Cheese, No. 1 Ontario, large	....	0 26¼
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	13 20
Bacon, smoked backs, lb.	....	0 25
Bacon, smoked sides, lb.	....	0 26
Eggs, new-laid, doz.	....	0 45
Eggs, storage, case	9 75	10 50
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	....	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a,cse	5 00	5 50

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., Jan. 3.—A consensus of opinion of three leading heads of firms in the fruit and produce business may be summarized as follows:—

"We found business for 1916—very good, smaller stocks have been carried, it is true, and the turn over each month has been better cleaned up warehouses. We are also left with a smaller carry over at the year's end. Profits have been fair and payments good. Of course under the system now adopted there are few hang over accounts but putting it generally it has been a good year. There have been flurries and times of worry over some staples, potatoes particularly, and eggs have caused much deep thought. All kinds of fruit have shown fair returns to all concerned."

A leading wholesale grocer said:—"Business for the year averages 100. There has been more trouble through the year in getting some kinds of supplies than in disposing of them. This applies of course particularly to imports, from countries directly affected by the war. There has, it is true, been much close buying by retailers but that has been a benefit rather than a detriment."

Last week's business was very quiet, there was more stock taking than selling going on. Reports of increased shippments east stiffened the potato market slightly but prices are not materially altered. Oranges have taken a big slump $2.75 to $3 being now quoted. Flour is firm. The quotations are $8.90 to $10.10 according to grade. There is a rumor of a possible rise in prices of peppers and spices generally.

VANCOUVER, B.C.:

Beans, small white Japan, lb.	Open,	scarce
Rolled oats, 80s	....	3 55
Sago and tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 50
Cheese, No. 1 Ontario, large	....	0 27½
Butter, creamery, lb.	0 45	0 47
Lard, pure, 3s, per case	....	12 60
Bacon, smoked backs, lb.	....	0 23
Bacon, smoked sides, lb.	....	0 25½
Eggs, new-laid, doz.	....	0 53
Eggs, storage, doz.	0 34	0 36
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 2s, standard case	....	3 00
Peas, 2s, standard case	....	3 00
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Jan. 3.—Trade has been brisk during the holiday period, wholesalers reporting a regular outflow of orders on staples, and a brisk demand for fruit. Markets have been quite regular, with the exception of flour, which has been erratic following the wheat market. A notable jump has occurred in salt prices. Bulk salt in barrels has increased twenty cents a barrel while in bags it has gone up thirty cents with another increase promised shortly unless producing conditions change. Butter has dropped two cents per pound within the week and eases off at 45. Cheese also dropped one cent a pound being quoted at 27. Sugar as forecast took another ten cent drop selling now at $8.44. Flour advanced ten cents barrel over last week now being quoted at $9.90 for first patents. Rolled oats are holding firm bales of 8's being quoted at $3.70. There is plentiful supply of fruits, apples being rather scarce and commanding a good price. Vegetables are advancing and there is every indication of a scarcity of potatoes.

REGINA—

Beans, small white Japan, bush.	....	5 10
Flour, No. 1 patents, 98s, per bbl.	....	9 90
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 70
Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 08¾
Sugar, pure cane, granulated, cwt.	....	8 44
Cheese, No. 1, Ontario, large	....	0 27
Butter, creamery, lb.	....	0 45
Lard, pure, 3s, per case	....	13 50
Bacon, smoked backs, lb.	....	0 28
Bacon, smoked sides, lb.	....	0 30
Eggs, new-laid	....	0 60
Eggs, storage, No. 2	....	0 40
Tomatoes, 3s, standard, case	....	4 35
Corn, 2s, standard, case	....	3 55
Peas, 2s, standard, case	....	2 88
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 25
Peaches, 2s, Ontario, case	....	3 95
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall, case	6 00	6 75
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid	....	0 50
Eggs, storage	0 40	0 42

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 3.—With opening of New Year and completion of stock taking is getting back to normal conditions. Wholesalers report an excellent year just closed in the territory with volume of business satisfactory and losses comparatively few. Retailers have found 1916 harder saving, and experienced difficulty in transferring full burden of increased prices to the consumer. Existing conditions in the trade regarded as fairly satisfactory but future problematical depending entirely on war conditions. Travellers are just starting out again after holidays, but already, orders show that retailers are stocking up again briskly. The only interesting feature of markets this week was another ten cent drop in sugar, which is now quoted, standard granulated $7.65 to $7.70; United Empire $7.55 to $7.60; bright yellow $7.45 to $7.50; No. 1 yellow, $7.25 to $7.30. American clear pork is easier at $39.75 to $40.00. Messina lemons half dollar lower at $4.50; California oranges also lower at $3.25 to $4.00.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Manitoba..	....	10 40
Ontario	....	9 95
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 50
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 62	0 63
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00

Beans, yellow-eyed	....	7 00
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 10	0 11
Sugar—		
Standard granulated, cwt.	7 65	7 70
United Empire	7 55	7 60
Bright yellow	7 45	7 50
No. 1 yellow	7 25	7 30
Paris lumps	9 00	9 25
Cheese, N.B., twins	0 25	0 25½
Eggs, new laid	0 50	0 60
Eggs, case	0 40	0 50
Roll bacon	....	0 26
Breakfast bacon	0 26	0 30
Butter, dairy, per lb.	0 40	0 45
Lard, pure, lb.	0 22¼	0 22½
Lard, compound	0 18	0 18¼
American clear pork	39 75	40 00
Beef, corner, 1s	3 00	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Cohoes, case	....	9 00
Salmon, Chums	4 75	5 00
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 11½
Raisins, fancy, lb.	....	0 12
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	....	0 10
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11¾	0 12
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	....	4 50
Lemons, Cal., box	....	5 50
Oranges, Cal., box	3 25	4 00
Grapes, Malaga, keg	7 00	8 00
Grapefruit, each	0 04	0 04½
Potatoes, bbl.	....	3 50

FLOUR AND CEREAL

(Continued from page 40.)

oats is still at $3 for 80's and $4.10 for packages. Millers are still oversold on oats, and some of them are not very anxious to sell; the chief difficulty is to get the oats moved after it is manufactured, there being an embargo on American lines south of here. Feeds are still oversold, and are quoted $28 for bran, and $30 for shorts and middlings

Flour—		
Best patents	....	9 40
Bakers	....	8 40
Clears	....	7 70
XXXX.	....	6 70
Cereals—		
Rolled oats, 80 lbs.	....	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 20
Oatmeal, 98's	....	4 00
Feeds—		
Bran, per ton	....	28 00
Shorts, ton	....	30 00
Middlings, ton	....	30 00
Mixed chop, ton	....	47 00

VANCOUVER GROCERS BAKE THEIR OWN BREAD

A Vancouver despatch announces the fact that the grocers of that city have decided to find some means of providing themselves with bread. They claim that it is necessary for them to make 20 per cent. on the bread sold for it to be a commercial advantage to them, and as the bakers have been unable to see it in that light, the grocers have decided to start a bakery to provide for the needs of the trade. Should this scheme prove the success it is expected to be the grocers anticipate taking further steps to investigate the high cost of living and should flour prices continue to be high, it is possible that some effort will be made to deal with the grower direct, and so eliminate the possibility of speculators' profits.

Re White Swan Spices and Cereals

White Swan Spices and Cereals, Limited, Toronto, held their annual salesmen's convention on Thursday and Friday of last week. The entire force was in attendance to celebrate the best year in the history of this company.

Sandwiched between the two days' conference was a dinner which the President of the Company, A. M. Brooke gave to the staff on Thursday evening at the Prince George Hotel. After a sumptuous repast, which was entirely in keeping with the Yuletide festive season, the sales force, and visitors more or less connected with the White Swan organization, gave vent to their feelings.

These were naturally of a more than usual joyous character, interspersed with some hard-headed, brief, practical talks, enough to supply sufficient of the so called "pep" to last the boys another twelve months. President Brooke presided. From start to finish he conducted a lively sales-school which as intimated above, was relieved by bursts of wit and stories and reminiscences of life on the road.

The key-note of the speeches was struck by R. A. Baker, of the Baker Advertising Agency, in his address to the sales force. That key note was "greater efficiency"—100 point efficiency. Judging from what had been accomplished in the past, he predicted a bigger development in the efficiency of the selling staff during the coming year.

Toasts were proposed and heartily drunk to the Boys at the Front, the Factory Superintendent, the Company's solicitors, the Bankers, the Daily Press and the Trade Press.

Mr. Caulfield proposed the toast to the Boys in the Trenches which was responded to by Lieutenant Borthwick, who was formerly a member of the office staff of the company. Lieut. Borthwick expects soon to go overseas.

One of the pleasing features of the evening was the presentation of a cheque to N. E. Clark, of Brantford, Ont., one of the company's representatives in Western Ontario. Last year J. B. Harker, a former Belleville retailer, who has during recent years been connected with the White Swan Organization, carried off the honors in amount of profit on sales during 115. During 116 the race was on particularly between Mr. Clark and Mr. Harker. Eventually the former won out, and hence the cheque. However, it should be stated that had Mr. Harker been more fortunate in cranking his motor bus so that his wrist would not have been sprained, there might have been a different story to tell. Mr. Clark has been some 15 years with White Swan.

George Scott, superintendent of the Spice Department, and Alex. Macdonald, superintendent of the Cereal Department, responded to the toast to the Superintendents. Both of these men have been with the company practically ever since its inception.

F. W. Arnold, who came to the convention from the Atlantic coast field, told in a humorous vein, of down-by-the sea incidents. It was once alleged that Mr. Arnold lived in a trunk. It was even said a year ago that he had no other stated place of abode. However, as he kept moving there has been no charge of vagrancy laid against him so far as records are concerned. Mr. Arnold has since changed his mode of living somewhat, and "blows" into Toronto once every six weeks or so to spend a week-end with his family.

George Manning told of a little New York reminiscence in which the story of a pumpkin pie figures largely. T. D. Kerr, the office manager—the man who looks after the traveling expenses—was evidently a prime favorite among the boys. Other travelers who spoke were R. J. Drolet, from Quebec district, George Pudsey, A. L. Gallow, T. B. Harker, J. M. Kirk, and C. T. Morrison. Mr. Cameron, the company's solicitor, Mr. Atkinson, banker, who styles himself as one of the 'White Swan Organization," and Mr Little, another banker, were also among the speakers.

President Brooke proposed the toast to the Daily Press, which was responded to by H. C. Lowrey, formerly of CANADIAN GROCER staff. J. B. Harker proposed the toast to the Trade Press. In the course of his remarks, Mr. Harker stated that he had been a subscriber to CANADIAN GROCER ever since 1887. As the paper was started just one year previous, Mr. Harker pretty nearly holds the record of being our oldest subscriber. This toast was responded to by B. T. Huston, of the CANADIAN GROCER staff.

Mr. Trimble, of the Baker Advertising Agency, the last speaker of the evening dealt with the advertising campaign being conducted by the White Swan Spices & Cereals, Ltd.

Throughout the evening there were many eulogistic references made to President Brooke who has been responsible for the business increases from year to year of the company.

Fraser Mather Co., manufacturers agents, Winnipeg, have dissolved, Mr. Fraser taking the territory from Port Arthur westward. He has opened up business 228 Chambers of Commerce under the name of Chas. Fraser Co., with G. E. Nixon in charge until Mr. Fraser's return from the Front.

FLOUR AND CEREALS

Flour Advances And Wheat Is Firming

Montreal

FLOUR AND FEEDS. — During the middle of the holiday period flour was in a slightly weaker market, but with the New Year wheat showed increasing firmness, and this strength on the first business day of 1917 speedily became apparent in a 30 cent advance in flour. The wheat market had closed before the year-end at twenty cents per bushel on the low point over the break. The first market of the year continued this firmer note, and in the opinion of at least one good judge, to-day's conditions indicate that the re-action due to peace talk is now spent. Wheat at Lake ports is at present subject to a very heavy premium over Winnipeg basis in view of the fact that transportation difficulties are likely to tie up rail shipments and make a shortage for millers in Ontario who require cash grain. Feeds keep very firm also, and in big demand.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 80	10 00
Second patents	9 30	9 50
Strong bakers	9 10	9 30
Winter Wheat Flour—		
Fancy patents	9 75	10 00
90 per cent., in wood	9 00	9 50
90 per cent., in bags	4 25	4 35
Bran, per ton	32 00	33 00
Shorts	35 00	37 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel	....	0 69

CEREALS FIRM UP IN LINE WITH WHEAT.

Montreal

CEREALS. — The firmer tendency in wheat is reflected to some extent in cereals this week, but the holiday dullness has pervaded the market for some little time. The wheat based cereals, however, will be found firmer this week, and the tone of the market in general is towards firmness for the opening months of the year. There is a good seasonable demand for package goods.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	5 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 30
Cornmeal, yellow, 989 lbs.	....	3 40
Graham flour, 98 lbs.	....	4 65
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 25
Oatmeal, granulated, 98 lbs.	....	4 25
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	....	3 95
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 65
Wheatlets, 98 lbs.	....	4 90

Flour Market Firm; Advance Expected

Wheat Fluctuated During Week, But at End of Period Had Made a Clear Gain of Six Cents a Bushel

Toronto

FLOUR. — Although there was a slightly sagging tendency in the wheat market during the last three days of last week, there was a decided upward movement noticeable when the Winnipeg wheat market closed on Tuesday of this week. On Wednesday of last week Winnipeg cash wheat for No. 1 Northern reached $1.76½; Thursday it dropped to $1.75⅝; Friday it went down to $1.73¼, and on Saturday at the close touched $1.72½. At the close on Tuesday it had registered an advance to $1.77½, at which figure flour is in a strong position as compared with the point where the last advance of 20c took place on Dec. 22. An advance is looked for if this figure is maintained in the wheat market. The wheat market is in an erratic condition at the present, and is characterized by millers as being pretty much of a speculators' market. Ontario winter wheat flour held steady during the week, but the firmness in the wheat market at the time of writing has put a firmness into this commodity also.

FLOUR ADVANCES 30c

Since writing the reports of flour an advance of 30c per barrel has been recorded. This now makes the price $9.70 per barrel in car lots and $9.90 in small lots. Prices given in reports read 30c higher on all grades. Winnipeg and Toronto quotations have advanced a like amount. The Winnipeg wheat market on Wednesday closed 8c up for cash wheat and this situation places flour in a strong position on the recent advance here recorded. Ontario winter wheat flour has also followed upward to the extent of 30c per barrel. High patents are now quoted at $8.70 in car lots and $8.90 in small lots. Second patents Ontario are quoted at $8.50 in car lots and $8.70 in small lots.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 40	9 60
Second patents	8 90	9 10
Strong bakers	8 70	8 90
Ontario Winter Wheat Flour—		
High patents	8 50	8 60
Second patents	8 20	8 30

DEMAND FOR SPLIT PEAS IS DEVELOPING

Toronto

CEREALS.—The demand for split peas has been developing recently owing to the increased interest in the commodity on the part of American buyers. Prices have held steady during the week, with the exception of wheatlets, in which an advance of 10c per 98-lb. sack has been recorded. One of the boxed oatmeal products advanced 25c per case.

Barley, pearl, 98 lbs.	6 25	6 50
Bailey, pot, 98 lbs.	5 00	5 25
Beans, prime	6 50	6 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	3 25	3 50
Cornmeal, yellow, 98 lbs.	3 10	3 20
Graham flour, 98 lbs.	4 35	4 45
Hominy, granulated, 98 lbs.	....	3 [illegible]
Hominy, pearl, 98 lbs.	....	3 10
Oatmeal, standard, 98 lbs.	3 95	4 15
Oatmeal, granulated, 98 lbs.	3 95	4 15
Peas, Canadian, boiling, bush.	....	3 25
Rolled oats, 90-lb. bags	3 75	3 85
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	4 35	4 45
Wheatlets, 98 lbs.	4 70	4 80

FEED OATS ADVANCED THREE CENTS PER BUSHEL

Toronto

FEEDS.—There is a continued demand for feeds, and production is being somewhat curtailed owing to the small demand for flour at present. Farmers are meeting the situation in many instances by disposing of their stock before it is properly ready for the market. There is a firmness in the market for oats, prices having advanced 3c per bushel during the week. In certain instances, shorts are quoted up to $37 per ton in car lots and $39 in small lots. Feed is also quoted up to $52 per ton in car lots and $53 in small lots for some of the better grades.

	Car lots ton	Small lots ton
Mill Feeds—		
Bran	33 00	35 00
Shorts	36 00	38 00
Special middlings	41 00	43 00
Feed flour	50 00	52 00
Ontario oats, outside points	0 64	0 66

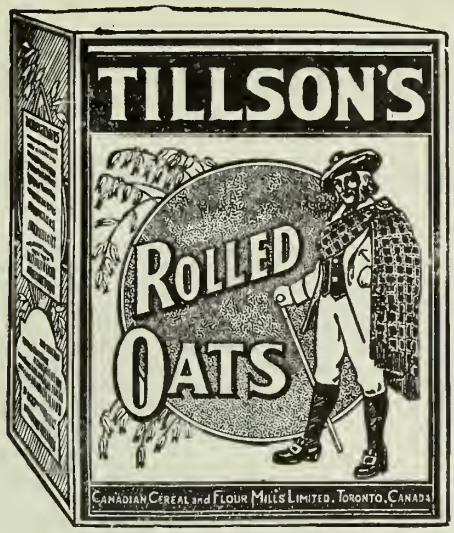
MILLERS OVERSOLD ON ROLLED OATS

Winnipeg

FLOUR AND CEREALS.—The market went up again last week. It first jumped to $9.20, and on Wednesday reached $9.40. Millers advanced it following a sharp advance in wheat prices. Wheat hung around the high point reached for several days, but there was little trading. Flour was also very quiet as far as domestic trade was concerned, although millers look for the usual volume of business during January. Rolled

(Continued on page 39.)

STOCK THESE TRADE BUILDERS



QUALITY IN EACH PACKAGE

On Sale By All Reliable Jobbers

WE CARRY A FULL LINE OF FLOUR, CEREALS AND ALL PRODUCTS MANUFACTURED BY AN UP-TO-DATE MILLING PLANT.

We Solicit Export Business

FREE WINDOW DISPLAY SENT ON REQUEST

Canadian Cereal & Flour Mills Company, Limited

TORONTO CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

THROUGH OTHER SPECTACLES

TO KEEP SHOW WINDOWS FREE FROM FROST

Inland Grocer

The early coming of the cold weather makes a few remarks upon how to keep show windows free from frost very timely.

If the weather is not exceedingly cold, rubbing the glass with a rag saturated with alcohol serves to keep the glass clear. However, if the weather is bitter, the glass must be rubbed several times a day. Glycerine and water is also used by some, and ammonia and salt water, or alcohol and water by others.

A thin layer of paste made of water, glycerine, white candy and sugar, in equal parts, with a small quantity of coumarin, spread over the glass, while it does not affect the transparency of the glass, will often prevent frosting.

The cause of frost collecting on the glass is the difference in temperature on the outside and inside of the window; thus, by equalizing the temperature on both sides, the cause would be removed. One way to do this, where the cold is not too extreme, is to place an electric fan where the current of air will sweep over the entire surface. Place the fan at the side of the window, so that a circulation of air will be created over as much of the surface as possible. If the window is large, two fans should be used.

If the windows are enclosed, back, sides and floor being practically air-tight, so that none of the warm, moisture-laden air of the store or basement finds its way in, you will find that the glass will remain clear, if the cold is not too extreme. But, if this is not sufficient, have some form of an opening just below the glass to admit cold air to the window, and openings at the top to let out the warm air. Of course, this method of keeping the glass clear will not serve in a grocery, as whatever food was put into the window would inevitably freezes, unless the cold weather display is confined to articles which the cold will not harm.

Where the open-back window is still used, about the only thing that can be done is to get enough heat next to the glass so that it is too warm for the frost to accumulate. In extreme weather some grocers place small oil or electric heaters in the windows.

APPRENTICESHIP IN THE GROCERY TRADE

From *The Grocer*

All who desire to promote the best interests of the single-shop grocer and provision dealer will have noted with much satisfaction the increased attention which has been given recently to the subject of apprenticeship in the grocery trade. This quickening of interest is undoubtedly due to the difficulties in regard to labor which the trade is now experiencing and may experience in an even greater degree in the future. So much was admitted by the representatives of the Birmingham Grocers' Association, who brought the subject before the General Purposes Committee of the Federation of Grocers' Associations of the United Kingdom in October, when a resolution was passed authorizing and instructing the Federation to "consider the advisability of formulating some scheme of apprenticeship which would be suitable to the conditions of the grocery trade at the present day." The same policy underlies the following resolution passed by the Council of the Institute of Certificated Grocers at its meeting on Wednesday:—

That the Council of the Institute of Certificated Grocers (Incorporated), recognizing that apprenticeship still remains the ideal method of entrance to the service of the grocery and provision trades, warmly welcomes every effort to revive the general use and custom of apprenticeship; considers that some standard scheme suitable to present-day conditions should be formulated for general acceptance; earnestly urges that in each and every indenture it be provided that attendance in continuation and technical classes throughout apprenticeship be compulsory; and hopes the day is not far distant when Parliament will be able to pass legislation making apprenticeship in the grocery and provision trades obligatory.

Probably we are a long way off the day when Parliament will legislate to make apprenticeship in the grocery and provision trades obligatory. But the suggestion is allied to the proposal that grocers should be certificated or registered, and it is worthy of sympathetic consideration.

THE EGG AND THE PAY ENVELOPE

From *"Publicity,"* Montreal.

In the course of an article which appeared in a November issue of the Saturday Evening Post, John Mappebeck, (a name of Teutonic euphouy) makes the following remarks; "This was shown in a striking way in Canada where the people to meet the cost of war contributions, have stopped eating eggs to such an exteut that our northern neighbor has had a surplus for export to England almost since the war began." So Canadians are so poor that they must do without their morning egg! The CANADIAN GROCER does not like Canada to be represented to our American neighbor as a nation stripped to the last rag of her financial powers and this is how this interesting trade paper replies to the author with the Teutonic sounding name: "How poor are we? What are the facts? Canada is now exporting at a rate of $173.00 per capita as compared with $63.00 per capita in the United States. Canada's total exports are more than one-fifth of the United States' total. Three years ago Canada had an adverse trade balance of $310,000,000, to-day she has a favorable balance of over $367,000,000. This means that in 1913 Canada was buying abroad at a rate of $86.00 per capita and selling at the rate of $47.00 per capita. In 1916 Canada's sales abroad have risen to $132.00 per capita and her buying has remained at $86.00 per capita. Canada's net gain in foreign commerce alone in this period is over $677,000,000, or about $85.00 per capita. Surely with these facts facing us we can afford to buy an egg now and then."

PLAIN TALK TO WHOLESALERS

The Wholesale Grocer.

An unusual opportunity faces the wholesale grocer to-day, and in the language of the old adage he should "strike while the iron is hot."

Here and there in every wholesale house there are stocks of goods that have been neglected, due to the fact that they have been classed as unsalable or slow sellers. There are odd lots in the broken package rooms that have lain dormant owing to quicker sale or a rush of orders in other lines.

These neglected stocks are valuable as the time is opportune for realizing adequate returns for the investment made in installing the goods. Have these stocks overhauled and placed in advantageous places in the selling rooms alongside the "best sellers." Make attractive displays — inaugurate a "clean-up" campaign. Create a demand by featuring the slow sellers and making a united effort to dispose of the miscellaneous wares that have accumulated in the store rooms. Keep the sales force keyed up to the necessity of moving the goods while it can be made at a profit.

There is an old saying that "Everything that goes up must come down," and it aptly applies to prices for commodities. The cessation of war in Europe is bound to bring about a reaction in this country. Exports will be curtailed; munition factories will close, and foreign competition will loom up large and forbidding. Therefore, it behooves the wholesale grocer to take time by the forelock and safegnard his interests by setting his house in order.

TRUST BUSTING AT A LOSS

Modern Merchant and Grocery World.

During the past week the trade has been somewhat amused by the efforts of a grocer in the Outer Mission District seeking a lot of newspaper publicity by selling bread at 4c a loaf for which he admitted paying 4¾c.

The larger bakeries refused to supply him with bread because he would not maintain their resale price—with the result that he began to rant and rave and make all sorts of dire threats. He was merely seeking publicity and the newspapers easily fell for it. He boasted of his intention to break the bread trust and then told of selling 300 loaves a day —rather a small amount to break a trust, if there were one, but he got the newspaper publicity he was looking for and we hope he's satisfied.

In the meantime, it had the effect of demonstrating to a lot of grocers in the city the fact that the bakers intended to force the maintenance of their resale prices.

This trust busting business is fine—makes good reading in the newspapers only.

SPURIOUS VINEGAR

The Wholesale Grocer.

The dairy and food department of Michigan has seized several hundred barrels of spurious vinegar. It develops that a large amount of vinegar now in the state is made in this way: In various states outside of Michigan, windfall apples are dried in factories. This waste is moistened and allowed to partially ferment and rot in a hot room. The rotten part gives the color of cider. This rotten mass is mixed with water and pressed. The resulting juice is fermented, barreled and labeled, "Pure Cider Vinegar." This dope can be sold so cheap that it has driven legitimate cider vinegar made from fresh apple juice nearly out of the market. Apple growers are also deprived of part of their earnings because in Michigan thousands of bushels of cider apples lie rotting on the ground on account of the unfair competition. The sale of this imitation product will not be permitted and dealers will be prosecuted for selling it as vinegar. To protect jobbers The Wholesale Grocer will furnish upon request the names of all manufacturers found to be making this imitation vinegar.

PRODUCE AND PROVISIONS

Hogs In Good Supply And Provisions Firm

Montreal—

PROVISIONS.—Some stimulation of demand for provisions was noted during the holiday period between Christmas and New Year's when exceedingly wintry weather prevailed for part of the time. Rather more live hogs arrived in Montreal for the period than had been recorded this time last year, and the market for both live and dressed ruled firm. Sales at $17.25 to $17.50 for abattoir fresh killed were recorded. For country dressed hogs (which have been coming in more freely) prices ran from $15.50 to $17.00 for heavy and light weight deliveries. Holiday trade with the retailers in all provisions and pork products has been good, and the outlook for the New Year appears to be favorable and encouraging.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 28	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb	0 37	0 38
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders o,rast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 60 lbs.	0 21¾	0 22
Pails	0 22	0 22¼
Bricks, 1 lb., per lb.	0 23	0 23¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 18¼	0 18½
Pails. 20 lbs., per lb.	0 17½	0 17¾
Bricks, 1 lb., per lb.	0 18½	0 18¾

GOOD SEASONABLE POULTRY CONSUMPTION

Montreal—

POULTRY.—Good supplies of poultry arrived during the holiday season, and consumption was heavy, the market absorbing supplies very freely. Turkey prices still held rather firm, and the preference of the public was further lines of poultry not so firmly priced. But a considerable number of turkeys of good seasonable condition were disposed of. Extremely sharp weather now prevalent has ended the incoming of any live poultry, and the market is well satisfied with offerings of dressed.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 21	0 23
Old roosters	....	0 15
Roasting chickens	0 20	0 21
Young ducks	0 18	0 19
Turkeys (old toms, dressed, lb.)	....	0 28
Turkeys (young)	0 29	0 28

EGGS SHOWED AN EASIER TENDENCY.

Montreal—

EGGS.—The market for eggs has been uneventful during the past week of holiday season, but demand is better owing to holiday requirements. Nevertheless the public have gone warily in making egg purchases, and prices have held steady rather than trending to greater firmness. New laids have even shown a tendency downwards, far more offerings were obtainable at the sixty-cent figure (our lower quotation) than formerly, and some were obtainable even below that figure. The feeling prevails, however, that eggs must remain fairly steady at present firm prices for some time into the New Year.

Eggs—		
New laid	0 60	0 70
Selects	0 42	0 43
No. 1	0 38	0 39

HOLIDAY DEMAND FOR BUTTER UP TO AVERAGE.

Montreal

BUTTER.—Business in butter during the present period is being concentrated mainly on local requirements, and the demand for the season is excellent. Holiday consumption of the best grades of butter has been fully up to average in spite of high prices prevailing. There is still some export business in butter, being done by large Montreal houses who are filling orders placed earlier in the season for British, and some American consumption.

Butter—		
Creamery, prints (storage)	....	0 45½
Creamery, prints (fresh made)	....	0 43½
Creamery, solids (fresh made)	....	0 43
Dairy prints, choice, lb	0 39	0 42
Dairy prints, lbs., in tubs	0 38	0 40

WINTER MADE CHEESE IS LOWER PRICED.

Montreal

CHEESE.—There is very little activity in the cheese market at present, and country production is dwindling low. Good September made cheese is firm at prices quoted (25c—25½c) but there is not a great deal of this fall cheese in storage for any but Government requirements for Great Britain. Winter made cheese, not in such good quality is seling at as low as 22 cents. Receipts still exceed those of the corresponding period of last year, as high prices have kept supplies up to the last limits of production.

Cheese—		
Large, per lb.	0 25	0 25½
New, twins, per lb.	0 25½	0 26
Triplets, per lb.	....	0 26
Stilton, per lb.	....	0 28
Fancy old cheese, per lb.	....	0 28

STILL A STEADY DEMAND FOR HONEY IN QUEBEC.

Montreal

HONEY.—The market for honey keeps firm, and there has been plentiful holiday activity in this line. Stimulated by colder weather, the public demand has been sufficient to make an impression on supplies in sight, but as there are still good supplies in the country there is no reason to anticipate any immediate honey shortage. Prices which firmed up recently are steadily maintained.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10½
Buckwheat, 60-lb. tins, per lb.	0 09¾	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11½	0 12
Comb, per section	0 15	0 16

Lard Market Firm; Hog Trade Light

Cooked Meats All in Steady Market—Lard Demand Expected to Be Heavier This Month.

Toronto

PROVISIONS.—There has been a seasonable demand for cooked meats following the surfeit of poultry and other meats. Prices have held steady in consequence. Lard has been in firm market and some of the dealers are looking for an increasing firmness during the present month. There is a big demand for fats and oils of all kinds and compound lard is one of the commodities that has also been in increasing firmness. Live hog deliveries at the local stock yards were very light during the past week, with prices holding steady. Dressed hogs also held at the quotations of last week.

Hams—		
Medium, per lb.	0 24	0 25
Large, per lb.	0 23	0 23½
Backs—		
Plain	0 25	0 27
Boneless, per lb.	0 27	0 29
Bacon—		
Breakfast, per lb.	0 26	0 29
Roll, per lb.	0 19	0 20
Wiltshire bacon, per lb.	....	0 23
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 18½	0 19½
Cooked Meats—		
Hams, boiled, per lb.	0 34	0 36
Hams, roast, per lb.	0 34	0 36
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Lard—		
Pure tierces, 400 lbs., per lb.	0 21¼	0 21¾
Compound, tierces, 400 lbs., per lb.	0 16¾	0 17¼
In 60-lb. tubs, ¼ higher than tierces; pails, ½c		

higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Hogs—		
Dressed, abattoir killed	17 00	17 50
Live, off cars	....	12 25
Live, fed and watered	....	12 00
Live, f.o.b.	....	11 50

SMALL QUANTITIES OF QUEBEC BUTTER COMING.

Toronto

BUTTER.—There is an easier feeling in the butter market due to the lower tendency in the Quebec market. Creamery solids are showing the inclination of the butter market and are quoted at 45c per pound. Dairy prints are also easier in price by 1c per pound. It is anticipated that the high price limit for the butter market has been reached and dealers looks for a slightly easier tone trade in butter at present. Sentiment is looked upon as a bearish element in the market. Production is not increasing and figures give a bullish tone to the market, but sentiment to stop buying is being considered more as an element in the market at the present time against which it is well not to count too strongly.

Creamery prints, fresh made	0 46	0 48
Creamery solids	0 45	....
Dairy prints, choice, lb.	0 42	0 43
Dairy prints, lb.	0 40	0 41
Bakers	0 37	0 38

NEW LAID EGGS ARE DOWN FIVE CENTS PER DOZEN.

Toronto

EGGS.—New-laid eggs are reaching the market in better quantity and prices are easier as a result, being quoted down five cents per dozen. Storage eggs are very scarce and firmer prices would not come as a surprise for these in the near future. Some of the wholesalers already are bringing their supplies from Chicago, and it is understood that market will be an increasing source of supply in the near future. There is a considerable difference between the price of newlaids and storage, and it is considered probable that the differential will be decreased. Hens are giving promise of bigger production in the near future.

Eggs—		
New laid, cartons	0 55	0 60
No. 1 storage, ex-cartons	0 39	0 40
Selects, extra	0 41	0 43

CHEESE PRICES HOLD — DEMAND SOMEWHAT LIGHT.

Toronto

CHEESE.—Prices for cheese have held steady during the week in the face of a light demand. Locally the demand has never been very heavy as the price for export has kept this commodity at record levels. As long as the export trade keeps up there is little prospect of easier prices. Cheese is one of the excellent food commodities for soldiers and as long as soldiers have to be fed there is every prospect of continued firmness in this market.

Cheese—	Per lb.	
New, large	0 25	0 26

Twins are ¾c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.

STORAGE WILL RESCUE SUPPLIES OF POULTRY.

Toronto

POULTRY.—Trade in poultry for the New Year was light and wholesalers were unable to dispose of their heavy stocks during the holiday season. Considerable money was dropped by some of the dealers owing to the high prices that had to be paid. Their hope lies now in being able to hold them in cold storage until the consumptive demand for them develops. This is expected to be rather slow, as it wets down to a food basis after the holiday season with sentimental reasons for having fowl at Christmas and New Year's discarded. Turkeys in certain quarters were quoted lower for prices being paid at Toronto by 1c per pound. Demand for turkeys over the holiday season was very disappointing. People went more for the ducks and geese. Ducks are also quoted down 1c per pound in prices being paid and geese in the same quarter are lower by a like amount.

	Live	Dressed
Spring chickens	0 14	0 17
Hens, over 4 lbs.	0 14	0 16
Hens, under 4 lbs.	0 11	0 13
Old roosters	0 11	0 14
Young ducks	0 14	0 18
Old ducks	0 10	0 15
Geese	0 12	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 27	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

CONTINUED FIRMNESS IN MARKET FOR HONEY.

Toronto

HONEY.—There is a continued firmness in the market for honey under the stimulus of a good demand. In certain quarters honey is quoted up as high as 15c per pound in the 5-lb. and 10-lb. pails. The market generally however, holds at the quotations of last week. Considerale Quebec honey is reaching the market. Some authorities look for higher prices in this market. From indications in certain quarters it would seem that their expectations might not be long in suspense. There is a firmer price by ¼c per pound in the 60-pound tins, which are now quoted from 12½c to 13 cents.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 09	0 10½

TO ELIMINATE LOSS ON EGGS

Winnipeg

PRODUCE AND PPROVISIONS.—The live hog situation was quiet last week. Receipts were light, and prices were firm at $11.25. Towards the end of the week the price advanced to $11.40. City business during the holidays was quiet, but retailers reported things better last week-end. All provision prices were the same except on smoked hams, which are very firm on account of scarcity. The following prices are quoted:—Light, 26c; medium, 25c; large, 23c. The butter market is unchanged. Practically all eggs consumed just now are storage, the severe weather having almost stopped the sale of new-laids, and there will not be many more until spring. Commencing on New Year's Day, every large wholesale buyer of eggs in the city, without a single exception, inaugurated a purchasing policy framed on what is known as the "loss off" basis. As a result of the inauguration of this system it is expected that an annual loss on payments for over 120,000 dozen of bad, cracked and leaking eggs will be wiped out.

To assist in perfecting the scheme, which has been fostered by the Winnipeg Board of Trade, the Dominion Government will send a body of experts to Winnipeg to instruct employees of commission and wholesale handlers in the candling and inspection of eggs. When the instruction has been completed, the Board of Trade will issue certificates to shippers as to the condition of all shipments.

In the past buyers have paid for the cases, no matter how many bad or broken eggs it contained.

Hams—		
Light, lb.	....	0 26
Medium, per lb.	....	0 25
Large, per lb.	....	0 23
Bacon—		
Breakfast, per lb.	....	0 24
Breakfast, select, lb.	....	0 27
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light	....	0 16
Barrelled Pork—		
Mess pork, bbl.	....	30 00
Lard, Pure—		
Tierces	....	0 20½
20s	....	4 22
Cases, 5s	....	12 90
Cases, 3s	....	13 05
Lard, Compound—		
Tierces	....	0 16¼
Tubs, 50s, net	....	8 25
Pails, 20s, net	....	3 37
Butter—		
Fresh made creamery, No. 1, cartons	....	0 42
Best dairy	....	0 38
Fresh Eggs—		
New laids	0 45	0 50
Extras, in cartons	....	0 43
No. 1, candled	....	0 39
Cheese—		
Ontario, large	....	0 25½

The Maple Leaf Milling Company has a tentative plan for the absorption of another milling company, whose headquarters are in Montreal. It is understood that the basis of agreement has been drawn up, and many interests are in favor of the deal, as it would give the Maple Leaf a mill at the port of Montreal, which is regarded as perhaps the most attractive location from which to handle export business in the Dominion. Recently there have been overtures by another one of the larger milling companies to secure a foothold in the Montreal field for its export business.

Armour's QUALITY PRODUCTS

Armour's Oval Label—A Mark of Quality and Service

Trade-Makers and Profit-Producers

EVERY grocer in Canada should know Armour's Oval Label. This mark identifies a whole family of top-grade food products, backed by a name that stands for highest achievement in food production.

We offer you these famous foods bearing Armour's Oval Label with the assurance that they are produced in Canadian factories by Canadian men and women, and prepared to suit the needs of progressive Canadian merchants.

Armour's Quality Products represent standardized values and regular profits for dealers. The line is so large and varied as to meet a big portion of the demands of your trade. It includes Veribest Ham, Bacon, Leaf Lard, Canned Meats and Fish, Armour's Grape Juice, Butter, Eggs, Sausage, etc.

Armour's Devonshire Farm Sausage. A pure all-pork product that sells easily and repeats regularly once your patrons know of its delicious goodness. The ideal breakfast for frosty mornings. Supply it to your customers in the convenient pound cartons (meat or links.)

A big collection of Armour Store Signs and advertising material at your service. Ask the Armour salesman, or write us direct.

ARMOUR AND COMPANY

Hamilton - Ontario - Canada

Just the Thing For a Present

A present that is suitable under all conditions for everyone in the grocery business is a copy of Artemas Ward's "Grocer's Encyclopedia." It is the one gift that is sure of an adequate welcome!

Mrs. Grocer could not surprise her husband with anything that he would enjoy more—nor anything that would be of more practical aid to him in his business. Mr. Grocer could not present his chief salesman with anything more likely to stimulate his interest in the business and increase his selling efficiency. Or, the salesmen can club together and give it to the boss!

An additional advantage is the fact that Mrs. Grocer and Mrs. Salesman will find as much interest and practical information in it as will their husbands. Surely such a combination is too rich, too delightful and too unusual to be passed by, when the cost is only a ten-dollar bill!

The grocer or grocery salesman who possesses a copy of "The Grocer's Encylopedia," need never feel embarrassed by any questions pumped at him by a housekeeper of inquiring mind. Caviare types, truffles of different countries, mushrooms of all varieties, fancy liqueurs, any of a thousand wines, food names in five languages, etc., etc.,—anything and everything you want to know, is there.

It is a really wonderful work. The text treats on fully 1,200 subjects, covering all kinds of foods—their habitat, cultivation, preparation for market, quality and grades—and containing many inside trade "pointers," which are of practical value in buying and caring for goods, which you can obtain nowhere else.

It is illustrated with 80 full-page color-plates of tropical fruits, nuts, cheeses, meats, game-birds, etc., which the New York Press describes as "the most beautiful that ever appeared in a work of encyclopedic character," and hundreds of photographs showing food growing and preparation in all parts of the world.

Its handsome appearance makes it additionally suitable for a holiday gift. It contains 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper, and strongly bound in buckram.

It is said that it cost more than $50,000 to produce this book—but it sells for only $10.50, delivery prepaid.

Send your order to **THE CANADIAN GROCER**, 143-153 University Ave., Toronto, Canada.

If any advertisement interests you, tear it out now and place with letters to be answered.

WHEN
BUYING
MINCE MEAT
INSIST
ON

WETHEY'S

NORWEGIAN SARDINES (SMALL FISH)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal
"LORD NELSON" BRAND (Brisling)

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weigbt 10 lbs.	$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weigbt 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weigbt 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weigbt 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresb Fruit and Pure Sugar Only.

Screw Top Glass Jars 16 oz. glass 2 doz. case. Per doz.

Apricot	$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 55
Cberry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peacb	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, ½ doz. in case	4 15
20 lb. tins, ¼ doz. in case	4 05
Perfect seal glass jars in the case	3 15

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or witb Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Cbili Sauce, tall, 2 doz. to case	
Family, Plain, doz.; Family, Tomato Sauce, doz.; Family, Cbili Sauce, doz.; 3's, Plain, Flats, Aylmer only, doz.; 2's, Tomato Sauce, Flats, Aylmer only, doz.; 3's, Cbili Sauce, Flats, Aylmer only, doz.; 3's, Plain, Tall, doz.; 2's, Tomato Sauce, doz.; 3's, Chili Sauce, doz.	
Tbe above 2 doz. to case, 10's, ½ doz. per case, for botel and restaurant use (gals.), doz.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
5's Tin, 8 pails in crate, per pail	0 69
7's Tin or Wood, 6 palls in crate	0 91
14's Tin or Wood, 4 palls in crate, per lb.	0 12½
30's Tin or Wood, one pall only, per lb.	0 12½

BLUE

Keen's Oxford, per lb.	
In 10-lb. lots or case	

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weigbt 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgbt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wbeat Flakes, per case of 2 doz. 15c packages	2 70
Healtb Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weigbt 95 lbs.	4 80
Wbeat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weigbt 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weigbt 50 lbs.	2 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

TEST "SURPRISE" IN YOUR OWN HOME

Full and complete knowledge of any article that you sell creates and makes your customers trust in your judgment.

The St. Croix Soap Manufacturing Co.
St. Stephen, N.B.

Halifax, Montreal, Toronto, Winnipeg, Vancouver.

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

The best value in Rice being offered on Canadian markets today.

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 20
Reindeer Brand, each 48 cans	6 95
Silver Cow, each 48 cans	6 40
Gold Seal, Purity, each 48 Cans	6 25
Mayflower Brand, each 48 Cans	6 25
Challenge, Clover Brand, each 48 cans	5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 00
Jersey Brand, Hotel, each 24 cans	5 00
Peerless Brand, Hotel, each 24 cans	5 00
St. Charles Brand, Tall, each 48 cans	5 10
Jersey Brand, Tall, each 48 cans	5 10
Peerless Brand, Tall, each, 48 cans	5 10
St. Charles Brand, Family, each 48 cans	4 50
Jersey Brand, Family, each, 48 cans	4 50
Peerless Brand, Family, each 48 cans	4 50
St. Charles Brand, small, each 48 cans	2 25
Jersey Brand, small, each 48 cans	2 25
Peerless Brand, small, each. 48 cans	2 25

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$5 00
Reindeer Brand, "Small," each 48 cans	5 70
Regal Brand, each 24 cans.	4 70
COCOA, Reindeer Brand, each 24 cans	5 00

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.50; 2s, $7.50; 6s, $25; 14s, $60.
Roast Beef, ½s, $2; 1s, $3.25; 2s $7.25; 6s, $22.
Boiled Beef, 1s, $3.25; 2s, $7.25; 6s, $22.
Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50; 6s, $21.
Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.
Beefsteak and Onions, ½s, $2; 1s, $3.35; 2s, $6.25.

Back Bacon

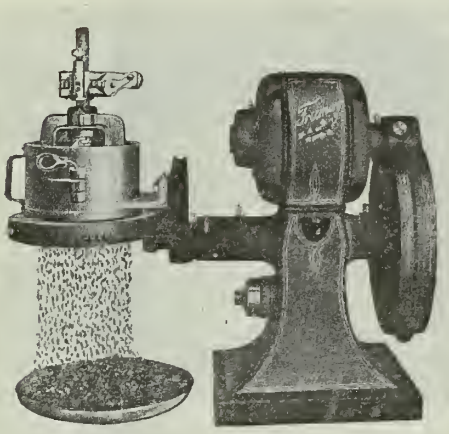
Have you tried our "Boneless Backs in Casings." You will find them very delicious eating. We have also Skinned Backs, Boneless Backs and Backs with the skin on.

ESTABLISHED 1854

F. W. FEARMAN CO.
LIMITED
HAMILTON

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

SPECIAL OFFER TO GROCERY TRADE

FOR MONTH OF JANUARY

We will send free **25 PRIME MINISTER** Cigars worth $2.50 retail with

500 HAVANA RIBBON 5c. CIGARS

or free a 10 Box **PRIME MINISTER** Cigars worth $1.00 retail with

250 HAVANA RIBBON CIGARS

"HAVANA RIBBON" is a QUALITY Cigar, Banded, Attractive Package at $36.00 per 1,000 net. We make this offer to introduce Havana Ribbon to the Grocery and General Store trade. This Cigar is now a big seller in Retail Cigar Stores.

Send Your Order DIRECT to Us, Giving Us the Name of Your Wholesale Grocer.

MANNESS & BINGHAM, LIMITED

CIGAR MANUFACTURERS - - - LONDON, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

All round satisfaction

—that is exactly what your customers get in "LIVELY POLLY" SOAP POWDER. When it comes to washing clothes, dishes, glass, earthenware, paint, floors, etc., or cleansing and disinfecting drains and closets, "Lively Polly" has no equal.
Why not recommend it then to every housewife coming into your store? The satisfaction it will give will redound to your credit and react very favorably on your entire business.
The profits are good.

J. Hargreaves & Sons (Liverpool, Eng.
Canadian Agents: McClellan Import Co., 301 Read Bldg.
MONTREAL

McVitie & Price's
IMPORTED BISCUITS

Grocers should stock the following "best sellers":

Digestive
Bunty Creams
Abernethy
Asstd. Shortbread
Academy Creams
Oatcakes

Prices and quotations from

McVITIE & PRICE of Canada
Limited
10 Vaudreuil Lane
MONTREAL

Importers of McVitie's "DIGESTIVE," the "Premier Biscuit of Britain."

Cambridge Sausage, 1s, $3.00; 2s, $5.50.
Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.
Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.
Tongue, Ham and Veal Pate, ½s, $1.50.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ⅛s, ...
Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.
Ox Tongues, Glass, 1½s, $12; 2s, $14.
Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.
In Glass, 1s, $2.20.
Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 20c.
Clark's Peanut Butter—Pails 24 lbs., 20c per lb.
Clark's Tomato Ketchup, 16 oz., $3; 1 gal. jars, ...; 5 gal. jars, ... per gal.
Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2.
Individuals, 80c doz.
Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45.
Individuals, 90c doz.
Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45.
Individuals, 90c doz.
Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.
Clark's Chateau Chicken Soup, $1.25.
Clark's Chateau Concentrated Soups, $1.15.
Clark's Chateau Concentrated Soups, No. 1 assorted, $1.15.
Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces $0 14½
Pails 2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¾c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAFORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune ...	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 20-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90
List Price	

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval lith. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz, tins, 85c.	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
Cinnamon whole, 5c. pkgs., window front, 45c.	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	4

1917
START RIGHT

By sending all your orders to us for

Oranges, Lemons, Grape Fruit, Bananas, Grapes, Celery and all other Vegetables Oysters, Haddies, Etc.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861 GUELPH, ONTARIO

January
The Big Fish Month

More fish and oysters will be sold the next couple of months than in any other months of the year.

We carry big stocks well assorted, rightly priced.

OYSTERS

Our prices this week for large Northern Oysters Solid Meats are as follows: No. 3 size tin, $5.40; No. 5 size tin, $9.00.

Compare these prices, the service we give you and your steady business will result.

Also Full Stocks of Oranges, Lemons, Grapes, Grape Fruit, Bananas, Onions, etc.

WHITE & CO., LIMITED
TORONTO

YOURS FOR SERVICE.

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples, Bananas, Citrus Fruits, Cranberries, etc.

25 CHURCH ST. TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.
OWEN SOUND, ONT.

New Crop

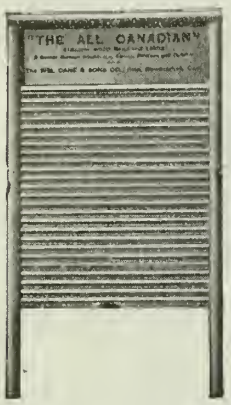
"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

The New All-Canadian, All Wooden Washboard—*A serviceable, long-wearing washboard retailing at 20c.*



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

The Wm. Cane & Sons Company
Limited

Newmarket, Ont.

Babbitt's Cleanser

A full weight package of the best Cleanser on the market

Retails at 5c.

Shows you a good profit and gives your customer

Double Value

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

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MACLEAN'S MAGAZINE *for JANUARY*

MORE than any other magazine, MACLEAN'S interprets the life, thought and spirit of the Canadian people. It entertains, of course, as a magazine of its class should—this by fine short and serial stories by the foremost living Canadian authors (see "Stories" in the summary of contents on the right, and note that Sir Gilbert Parker begins a new serial in the January MACLEAN'S). But MACLEAN'S does more than entertain: it informs the reader on matters Canadian in a broad way.

As a consequence of its distinctively Canadian character — both as to its principal contents and as to its contributors—MACLEAN'S MAGAZINE has a sure appeal to the best element of the Canadian people, many of whom declare with enthusiasm that it is easily the first of all magazines in their affection and esteem.

At All News-Agents Fifteen Cents

Contents:

SIR GILBERT PARKER. The opening chapters of a new serial, "Jordan is a Hard Road"—a story of the Canadian North-West, introducing some old friends.

STEPHEN LEACOCK. "In Dry Toronto"—rich humor, combined with a latent seriousness. Leacock is always good.

AGNES C. LAUT. "The Cost of the War"—an international business article by this brilliant Canadian writer, whose intimate friends are bankers and financiers and others with inside knowledge.

BETTY THORNLEY. Another Canadian woman writer with the mind of a business man and with a burning love for her Western homeland. Her contribution—"Putting the Yardstick on Canada," is the story of a journey she made last summer to the Skagway region of British Columbia—a part of that province seldom visited and about which most of us know little.

MAIN JOHNSON. Mr. N. W. Rowell's secretary, and who accompanied Mr. Rowell on his recent trip abroad, and visited THE FRONT with him. Mr. Johnson contributes a vivid story of what he saw and learned on the Western Front.

W. ARNOT CRAICK writes of the New Shipbuilding Industry in Canada—a timely article on a matter of the first importance.

STORIES by the following distinguished Canadian short-story writers: Alan Sullivan, A. C. Allenson, Peter McArthur and H. M. Tandy.

DEPARTMENTS. Review of Reviews, where are condensed for busy readers the best things in current literature; The Business Outlook, a well-informed survey of Canadian business conditions, and Information for Investors, a valuable department for those with money invested or looking for investment.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED, ON COMMISSION, GOOD SIDE line for Maritime Provinces. A. M. Reed, Middleton, N.S.

WANTED—TO HEAR FROM OWNER OF good grocery for sale. Northwestern Business Agency, Minneapolis, Minn.

YOUNG MAN, 27 YEARS OF AGE, WITH 10 years' experience in general store, wishes to become connected with reliable wholesale firm, manufacturing establishment, manufacturers' agency, or brokerage firm. Box 203, Canadian Grocer.

AGENTS WANTED

WE ARE OPEN TO HANDLE ONE OR more good lines for Cape Breton on a commision basis. Miles & Co., Box 269, Glace Bay, Nova Scotia.

FOR SALE

OLD WELL-ESTABLISHED GROCERY business and dwelling in Woodstock, Ont. Box 204, Canadian Grocer.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

TIE-UP PARCELS
Gummed paper tape does it neatly, quickly and cheaply. Your time is valuable, and twine is expensive. Sold in all widths.
GEO. ADAM CO., Dept. C,
410 Chamber of Commerce, Winnipeg

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

PORT ARTHUR, ONT. MONTREAL, QUE.
FRESH FISH
FOR NEXT WEEK
Halibut, Cod, Haddock, Trout, Whitefish
Price Quality Service
J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

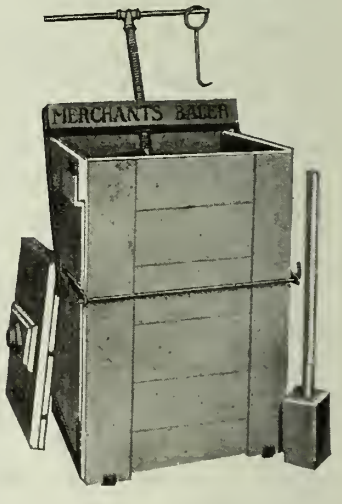
We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods

Canadian Distributors of
"WASHCLEAN"
Gold Medal Labor Saver for Washing Clothes Without Rubbing
(2,000,000 users

Direct Supply Association
509 Belmont House Victoria, B.C.

One Inch Space
$1.00 Per Issue
on Yearly Order.

Merchants Baler
MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

PRICE LIST:

St. George Evaporated Milk (family size), 4 doz. to case	$4.30
St. George Evaporated Milk (hotel size), 2 doz. to case	$5.00
Banner Condensed Milk, 4 doz. to case	$6.50
Princess Condensed Milk, 4 doz. to case	$5.60
St. George Condensed Coffee, 2 doz. to case	$5.20

People of discernment prefer them

And the reason is not hard to find. Every one of the

Malcolm Milk Product

is just as good, and just as captivating to the taste as extreme care in manufacturing can produce.

Come-back sales are the order of the day where Malcolm Milk Products are concerned. The winter demand is particularly worth catering to because the convenience and utility of these wholesome Milk Products render them ideal for the many little gatherings of the social season.

Sell Malcolm's once and you'll sell them right along. The profits are good.

The Malcolm Condensing Co., Ltd., St. George, Ont.

Why You Should Feature KING GEORGE'S NAVY

Open a Tobacco Department

Devote a little corner of your store to the featuring of quality tobaccos and prove what a money-making line tobacco really is.

A little effort on your part will pull you many extra dollars by putting tobacco on the weekly grocers' list.

There is no surer way to give your tobacco department the right start than by featuring **KING GEORGE'S Navy**, the popular chew of the critical man.

The profits are good.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

JAPAN TEA

PICKING TEA

Japan Tea, the social liquor of the Flowery Kingdom, should always be found where garher those to whom the luxuries of life are necessities. Grown, cured and packed under the control of the Japan Tea Growers' Association, Japan Tea, natural and pure, possesses strength, flavor and aroma not found in other teas.

The Japanese Government prohibits adulteration and coloring of Tea

ON SALE AT ALL GROCERS

When you begin selling Japan Tea your efforts will be backed up by our aggressive consumer advertising, a publicity campaign that is blazing the trail to bigger profits for many Canadian dealers.

The demand for Japan Tea is already tremendous, and it is ever-increasing. This growth is not due entirely to publicity, but rather to a combination of publicity and superior quality.

First users of Japan Tea invariably become constant friends. Suggest it to your particular patrons. Keep it well displayed. The profits are worth securing.

RETAILERS REVIEW 1916 TRADE

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, JANUARY 12th, 1917 No. 2

Leading Canadian Manufacturers Use

A. R. Whittall Cans

Our record for satisfaction and service-giving is still being maintained, and this despite the increasing cost of tin plate and the growing difficulty in obtaining it.

WHITTALL CANS ARE CANS OF QUALITY

A. R. Whittall Can Co., Ltd.

Manufacturers of

Automatic-Made Round and Square and Cans for Meat, Fruit, Syrup, Paint and Varnishes

734-740 Mullins St. - Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

DISPLAY DEAL No. 63

	Sells for
3½ doz. 4 oz. O-Cedar Polish	$10.50
7 doz. 12 oz. O-Cedar Polish	42.00
½ doz. quarts O-Cedar Polish	7.50
O-Cedar Electric Sign.	
	$60.00

Above prices are subject to usual discount. Order from your jobber.

DISPLAY DEAL No. 64

	Sells for
10¾ doz. 4 oz. O-Cedar Polish	$22.25
4 doz. 12 oz. O-Cedar Polish	24.00
¼ doz. quarts O-Cedar Polish	3.75
O-Cedar Electric Sign.	
	$60.00

Above prices are subject to usual discount. Order from your jobber.

YOU NEED THIS VALUABLE SIGN

You get this sign free with either of the above orders. Every merchant knows the supreme value of the electric sign as an aid to attractive window dressing.

This O-Cedar Electric Sign is an exceptionally bright and powerful one—not merely an advertisement for O-Cedar, but a real help to your shop-front and therefore a real asset for your business.

It is well for the dealer to first take advantage of our Display Deals as above outlined. Later he can largely increase his O-Cedar profits by taking advantage of the O-Cedar Profit Deals which provide free goods equivalent to an extra discount.

O-Cedar Polish

(MADE IN CANADA)

Write for our new list of Profit Deals, which shows assortments with which Free Goods are offered.

Merchants who consider they might sell more of the O-Cedar Products than they are now selling, should call on us for help. We have other advertising matter which we supply Free, and which will help wonderfully in bringing to your store a part of the big O-Cedar business created by our newspaper publicity.

Our Dealer Helps are at the disposal of every merchant who sells O-Cedar—we back up the man who only stocks the line in a limited way, just as enthusiastically as we support the larger customers.

CHANNELL CHEMICAL COMPANY, LIMITED, 369 SORAUREN AVENUE, TORONTO

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

Make Your Tomorrow's Success a Certainty

By pushing and selling today, the best standard goods—goods that are known for their superior quality and purity, the kind you can *honestly* recommend—your tomorrow's success is a certainty.

Borden's Milk Products

Borden's Milk Products have held the pinnacle position for quality and purity for close on 60 years. They have proven the best for increasing your profits and laying a foundation for future business.

Sell Borden Brands and be a success. Sell them and give your customers unqualified satisfaction.

Begin to-day.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

Branch Office No. 2, Arcade Building, Vancouver, B.C.

Tastes More Delicious

That's what people say about porridge made from PURITY OATS. The reason why it tastes so extra good is because it is milled from high-grade Alberta Oats by our improved Scotch process, which brings out the full oat flavor.

PURITY OATS

is the line to push to-day. It makes good with customers every time. Sales are increasing rapidly.

A profit-sharing coupon—a strong selling feature—in every large-size package. Attractive PURITY OATS window display furnished by us on request.

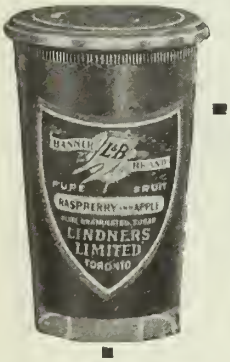
Send your orders to your wholesaler.

Western Canada Flour Mills Co., Limited

Millers of World Renowned Purity Flour

Toronto Winnipeg Calgary Goderich Montreal St. John, N.B.

The Purity Kid



Larger Sales

will be the first result when you seal your product with ANCHOR CAPS.

The feeling of security they convey, the idea of freshness they give your product have a direct influence on repeat sales.

Just figure it out for yourself why the best producers use ANCHOR CAPS exclusively and why their products are practically controlling the whole market. There are a number of points regarding ANCHOR CAPS worthy of your special investigation.

Write for free catalogue to-day.

Anchor Cap and Closure Corporation of Canada, Limited

Sudbury Street West (Foot of Dovercourt Road), Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

"I'd like to know you better in Nineteen Seventeen" is the Holiday Wish of *"The Girl at Catelli's"*

So let two of your business resolutions for the New Year be these—

"That I am going to help my customers to live more economically by telling them of the food value of

CATELLI'S MILK MACARONI

or L'Etoile or Hirondelle Macaroni"

"That I am going to push these brands because they are unequalled values—good profit-payers—and the best advertised brands in Canada."

THE C. H. CATELLI CO., LIMITED

MONTREAL

10¢

EVERYWHERE

If any advertisement interests you, tear it out now and place with letters to be answered.

Griffin's Seedless Raisins

are established favorites. They can always be relied on. The demand will be good. Have a plentiful supply. There is money in them, and the packages make a good show for counters, shelf, or window.

Order now.

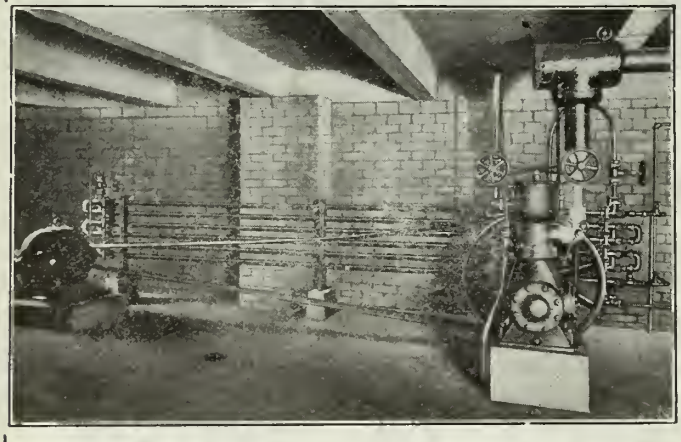
Californa to the rescue

Sunny California, with its irrigated orchards, vineyards and truck farms, can be counted on to provide fruits for the peoples of North America and of other lands. This year Canada must depend on the dried and canned fruits and vegetables of California more than usual, and on

Griffin & Skelley's
Peaches, Plums, Apricots, Prunes and Raisins

—because domestic goods are scarce and high-priced. Get your customers in the way of relying more on *you* than on *themselves*—by giving them G. & S. goods. So will you make more money, and at the same time render an appreciated service.

Arctic Ice Machine



will be a tremendous relief this spring and summer, and will help you to a bigger bank account.
Just WHY an ARCTIC, we can best explain by letter. In justice to both of us you should write for complete particulars.

We leave the rest to your good judgment, and whatever you decide, you'll be under no obligation to us. Fair, isn't it?

Ask for Bulletin 2-B

The Arctic Ice Machine Co.

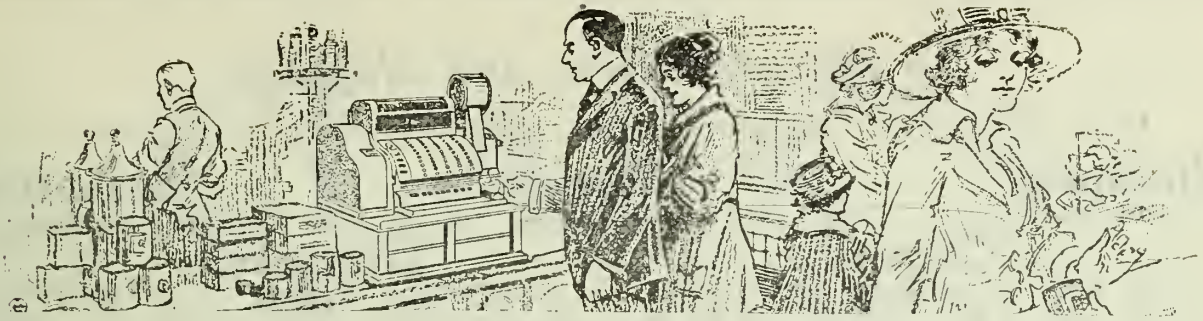
The W. A. FREEMAN Co., LIMITED
HAMILTON, CANADA
Canadian Representatives.

NORWEGIAN SARDINES (SMALL FISH)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal
"LORD NELSON" BRAND (Brisling)

If any advertisement interests you, tear it out now and place with letters to be answered.



If You Cannot Apply This Test to Your Method of Handling Cash—You Are Losing Profits

How much money is there in your cash drawer now? No, don't say you'll count it—do you know? Can you say at a glance?

And how much **should** be there—can you tell? At once? Is the sum that should be there the same as that the drawer actually contains? Is it more—or less?

Both of these questions are fair tests of your cash methods. If you cannot answer them promptly — without doubting, without hesitating — you need a National Cash Register.

It will answer both these questions—**at a glance.** It will answer them correctly—it is infallible. Every transaction made in your store it permanently records—removes all uncertainty about your cash.

A National Cash Register Will Bring Efficiency in Your Store

Rid yourself of those old-fashioned, slipshod ways of handling cash. Put in their place efficient methods—that safeguard your profits and win you the confidence of satisfied customers. A modern National Cash Register forces you to record every sale on which you allow credit—to give a receipt for every cash sale. Write now for full information about the cash register made to suit your kind of store.

No Merchant Can Do All These Things Effectively - *Our 1916 Model Can*

It forces accurate records of all transactions between clerks and customers. In two seconds it prints a receipt or sales slip showing the amount paid or charged. It gives the merchant the cheapest, most direct, and most effective advertising of his store and service. It prints a visible list that tells the merchant which is his most valuable clerk. It tells the total number of customers daily and how many customers each clerk waits on and the amount of his sales. All these things save the merchant time; free him from work and worry; attract trade and increase profits.

The National Cash Register Co.

of Canada, Limited

Christie Street Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

TRADE MARK KEYSTONE BRAND REGISTERED

NUGGET CORN BROOMS

Made of the finest quality **green** corn, warranted not to spread or turn up at the ends.

The handle is smooth, well finished, and the corn free from stems or seeds, is sewn with four rows of yellow stitching—quality from start to finish, and the lightest broom in its class.

For prices, etc., write to

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

A pair of profit makers

The unequalled purity and delicious wholesomeness of **ST. GEORGE EVAPORATED AND BANNER BRAND CONDENSED MILK** will win the lasting esteem of your most critical customer.

Display these two Malcolm lines now and note the steady repeat sales they will produce. The profits are good.

The Malcolm Condensing Co.
LIMITED
ST. GEORGE, ONT.

CLARK'S COOKED CORNED BEEF

Sizes
½, 1, 2,
6 and 14

The goods you want, Mr. Grocer, are the goods that "SELL."

The QUALITY and REPUTATION of Clark's Cooked Corned Beef will make you more SALES, and more friends than any other.

THIS IS THE TIME TO BUY

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

Continued customer satisfaction is assured where Furnivall's Fine Fruit Pure Jam is concerned, because the most discriminating people admit it's delicious goodness, it's unequalled purity.

Prove this to your own satisfaction by trying out a small supply. Order it to-day.

FURNIVALL-NEW, Limited
Hamilton Canada

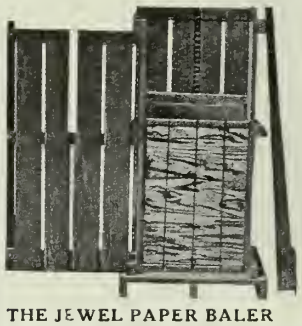
Waste Paper $13.00 a ton.
A
"Climax"
All teel Fireproof

Baling Press convert your waste into compact bales ready to ship and sell at the highest prices.

Ask us for information.

Climax Baler Co.
Hamilton, Ontario

WHY WASTE PAPER
should be baled



THE JEWEL PAPER BALER

It is worth $10.00 per ton and up.

It is more easily and quickly baled than burned or otherwise disposed of.

The JEWEL BALER means a permanent convenience and a permanent revenue.

Write to-day for full particulars re baler and paper market.

General Sales Co.
203 Stair Bldg., TORONTO

S. DAVIS & SONS, LTD.
CIGAR MAKERS
MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

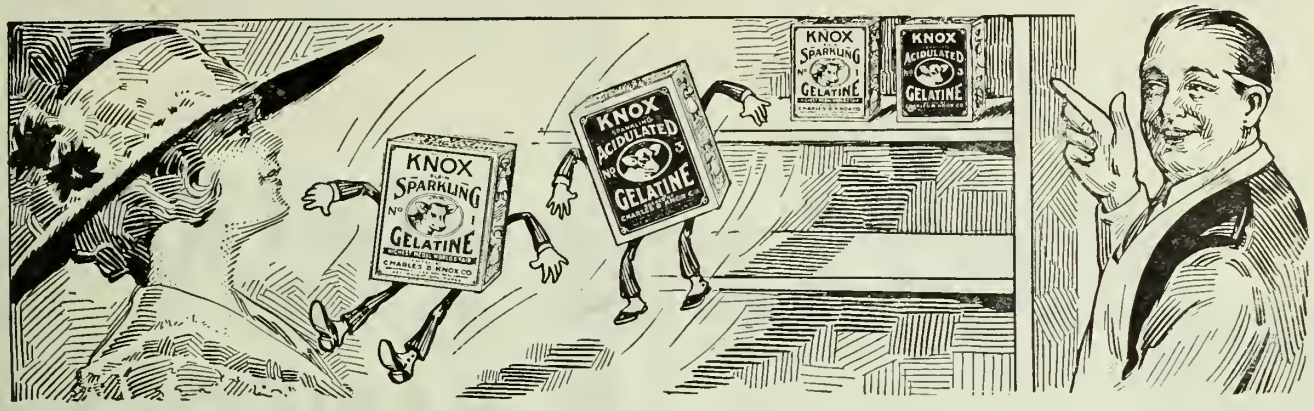
Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
" New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
" La Plaza	2 for 25c, equal to most 20c cigars.
" Promoter Blunts	3 for 25c, equal to most 15c cigars.
" Perfection	3 for 25c, equal to most 15c cigars.
" Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
" Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



Knox Gelatine Always Has a Lively Sale

"It fairly jumps off the shelf," as one grocer expressed it. This lively sale is partly due to our extensive and persistent advertising to keep women buying KNOX SPARKLING GELATINE and partly to the fact that they find it so delicious and economical. A package of KNOX GELATINE makes four pints of wholesome, appetizing jelly, as well as desserts, salads, puddings and candies, and the No. 3 Acidulated package contains an extra envelope of lemon flavoring which is a great convenience to the housewife.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX GELATINE CO., INC., - JOHNSTOWN, N.Y.

Branch Factory: Montreal, Canada

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do.

It stands the test for durability, for it lasts a lifetime.

A REAL PROFIT SAVER

Write for Prices and Terms.

We have special combination prices with cabinets and pedestals.

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

AMERICAN COMPUTING COMPANY

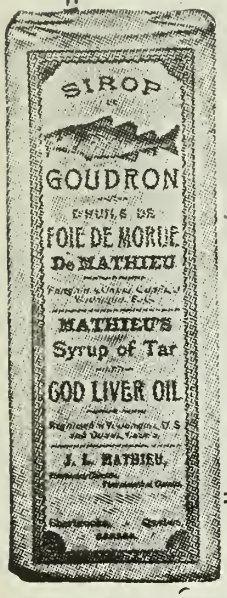
HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW.

If any advertisement interests you, tear it out now and place with letters to be answered.

Introduce Every Customer to

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL



With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE QUEBEC

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Something good for the Lenten Season

Norwegian Sardines

in Pure Olive Oil

Here is a choice sardine, as choice and as delicious as the world knows of. What better line can you feature for quick, profitable selling during the coming weeks of Lent?

The "Norse Crown" is packed by the Overseas Export Company, Ltd., packed with the greatest care, every fish being literally hand-picked. Special Brands to suit Individual Buyers.

We are expecting arrival of a large shipment and would advise your placing your requirements in the hands of your jobber.

For full particulars and prices write

STEWART MENZIES & CO.

70 Lombard St., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Wagstaffe's

1917 Season's
SEVILLE ORANGE MARMALADE
Now ready for delivery

Suggest

Wagstaffe's Pure Marmalade

with every order

We also make

GINGER MARMALADE
PINEAPPLE MARMALADE
GREEN FIG MARMALADE

Wagstaffe Limited

HAMILTON, CANADA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

Have you any

Beans, Honey Apples, Potatoes

To offer to the Toronto trade? If so, communicate with me

FRED J. WHITE
Fruit and Produce Broker
TORONTO ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

If you want low quotations on

Japan Tea, Raisins or Tapioca

Write us at once

W. H. Millman & Sons
Wholesale Grocers
TORONTO

Washington's
COFFEE
W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
33 Front St. E., Toronto, Ont.

FOR SALE
Choice Potatoes, Selected Eggs, Creamery Butter, Honey, Fancy-Dressed Poultry.
C. A. MANN & CO.
78 KING ST. LONDON, ONT.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

One Inch Space
$1.00 Per Issue
on Yearly Order.

WESTERN PROVINCES

Watson & Truesdale, *Wholesale Commission Brokers and Manufacturers' Agents*
Have live men working the retail trade daily. They get the business, and can get it for you. Write us, and we will explain our system.
Trackage *Storage* *Distribution*
120 Lombard Street, - - WINNIPEG, MAN.

G. B. THOMPSON
Wholesale Commission Broker and Manufacturers' Agent.
We can handle a few more good lines. Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1898

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue, East, Winnipeg

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

C.H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

To The Trade
Buyers and sellers of
All Kinds of Grains and Seeds

Denault Grain and Provision Co., Limited
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

G. Gagne Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

Condensed Milk

Well-known British firm having thoroughly efficient organization covering Grocery Trade in every part of the United Kingdom, desire connections with Condensed Milk Factory. Arrangements could be made on Sole Agency basis or otherwise.

Address full particulars of producing capacity to — "C.M.," Street's, 30 Cornhill, London, England.

This space $1.00 per insertion on yearly order.

IT IS POPULAR

Housewives and Chefs like and use—

MAPLEINE

It is undoubtedly one of the most popular flavors

Order from your Jobber or:

Frederick E. Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
287 Stanley Street,
Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

If any advertisement interests you, tear it out now and place with letters to be answered.

You have a steady seller in

GOLD DUST

Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent. Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order.

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

Advertising a Labor-Saver

The merchant's greatest labor-saver is not necessarily an adding machine. It is more likely to be advertising.

A great factor in the cost of goods is the time it takes to move them. *Advertising and trade-marks,* working together, are the most efficient movers of goods—consequently the greatest reducers of selling cost.

The producer who places his trade-mark on his goods and advertises it nationally, is so sure of their quality that he is willing to stand the full force of possible complaints.

The whole tendency of trade-marks and advertising is to raise qualities and standardize them, while reducing prices and stabilizing them.

THINK

What gives you confidence in certain lines?

DEMAND being created and steadily maintained.

ADVERTISING that is forceful, clean and truthful.

CO-OPERATION on the part of the manufacturer with the retailer.

PROFITS that are fair to both retailer and consumer.

It is because Red Rose Tea has so fully lived up to these requirements that it enjoys to such a degree the confidence of the trade.

T. H. Estabrooks Co., Limited

ST. JOHN TORONTO WINNIPEG

The World's Best

Of all the pure foods made or sold in Canada, there is none that holds a higher place in the Grocer's esteem than

Windsor Table Salt

Made in Canada

It has been his standard of purity for years—and has always maintained its well-earned reputation as the "Canadian Salt without a fault."

THE CANADIAN SALT CO. LIMITED

The Baking Soda the Housewife Prefers

It's Good-bye to the paper bag way of packaging soda when the housewife and grocer co-operate for their mutual good. Cow Brand Soda neatly packaged is handy for the grocer, convenient for the housewife and keeps the soda pure, clean and of full strength. Keep up your supply.

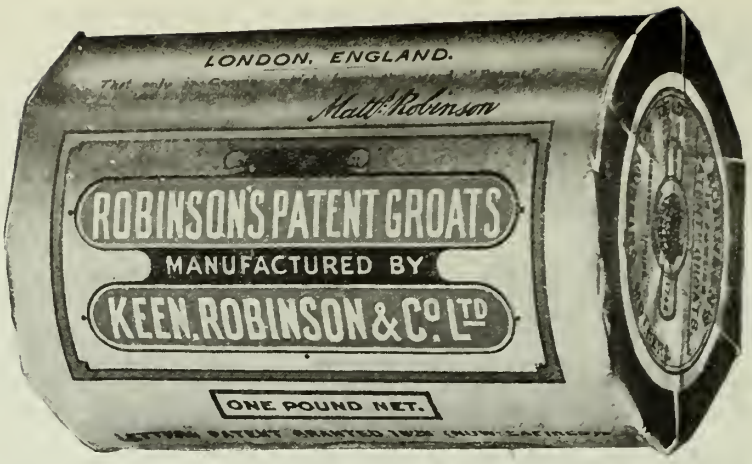
Church and Dwight, Limited

Manufacturers

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

A household requisite everywhere



Pleases the most particular people

EVERY day is a day of big sales and profits for dealers displaying the two popular cereals—

Robinson's "Patent" Barley and "Patent" Groats

Remind your customers of these quality lines by keeping a little display before them. Does your stock need replenishing?

Magor, Son & Co., Limited

30 Church St., Toronto **191 St. Paul St. W., Montreal**

AGENTS FOR THE DOMINION OF CANADA.

ICING SUGAR IN PACKAGES

If there is one kind of sugar as against another that should be put and sold in original packages it is Icing.

When stocked in bulk for any length of time it becomes hard and lumpy. Avoid unnecessary trouble in this direction by handling only

Lantic Icing Sugar

packed 20 and 50 *one pound* packages to the case.

In addition to the carton our Icing is packed in a paraffin bag on the inside which insures keeping qualities.

Order a case to-day for your Spring trade.

Atlantic Sugar Refineries, Limited

St. John, N.B. **Montreal, Que.**

CANADIAN GROCER

Vol. XXXI. TORONTO, JANUARY 12, 1917 No. 2

Retailers Review Business Conditions

Retrospect and Prospect, From the Merchants' Standpoint—Unusually Bright Conditions, With Prospects Equally Bright—General Prosperity Given as Reason —Improved Credit Conditions a Reason for Congratulation — A Note of Warning of the Dangers in the Path of the Retail Merchant.

THAT the coming year opens up, bright with prospects of an ever increasing business, seems to be a pretty fair consensus of the opinions of the average retailer.

THE CANADIAN GROCER, as is it's custom, has requested merchants in all parts of the country for their opinion on the business of the past year, and of the prospects of the year to come.

With but few exceptions the long list of replies note a very marked increase in business, in some instances ruuning from 25 to 50 per cent. This is an unusually cheering condition, especially when it is associated as it often is with a clear understanding that this increase in business does not figure entire as a net profit to the dealer, but it is in no slight measure eaten up in the increased cost of goods. It is a cheering thought in any event to realize that, even with the enormously increasing costs of most goods, due to a variety of reasons, the retail business has been able to keep its head above water. Yes, to do more than that, to show at least some margin of improvement over past years. It is an interesting commentary on living conditions too that, despite this heavy increase in the actual cost of food products, that would naturally tend to make credit accounts run to larger figures and consequently make them less easily liquidated, that credit conditions are not worse than former years, that indeed they are immeasurably better.

Business and Credit Good.

Business is good and credit is good. This is practically the gist of all the opinions received, and the same reason may be given for both conditions. That is that the working man is everywhere unusually prosperous. There are no men out of work, no men let out for long periods of time, the man out of employment, that was so much a part of the conditions of the early days of the war.is now busy all the time and earning unusually good wages. The farming community too is prosperous. This is the view of all our correspondents in the rural districts. He has received unusually good prices for all his produce, and has more ready money than is usual. The retailers in these sections speak of next year's crop as the probable standard for reckoning whether the coming year's business will be good or bad. Probably they are in a great measure right.

A Note of Warning

Here and there in this general chorus of optimism there is a dealer who sounds a somewhat different note. Business has been good they say, but prospects are not bright. The plentitude of money, they hold, may engender a false security. Conditions are not normal. Everything is costing greatly increased amounts, and the retailer is not able in all instances to increase his prices to meet the upward trend. The goods the merchant is stocking are all bought at figures much above the normal. The danger is that the retailer will be left with these high priced goods on his hand when the market drops as it eventually must. In this view there is a solid basis of hard common sense and it is well for the retailer who discounts these possible dangers before they actually become a factor in the business of the year.

Herewith we give a review of the opinions of many merchants:

Geo. McNeil, Haileybury, Ont.—"We had a good Christmas trade, much better than last year. Our year's business showed a decided improvement. Our business is growing and liquor is cut out. Credits are better and everything is going finely; in fact, everything points to a favorable business year in 1917."

Cascapedia Manufacturing and Trading Co., Chaleurs, Que.—"Our Christmas trade was better than in former years, and there was a very heavy increase in our turnover for the year 1916. As the prices on all goods are higher, the same quantity of goods sold show a larger turnover. The potato crop was unusually good in this part of the province and as you know, they brought a good price. The prospects look fair for the coming year, but much will depend on the crops of this coming season."

Farmer Prosperous, Helps Business

J. J. Girard, Richmond, Que.—"This Christmas trade was the best we have

ever had, while the year's business showed an increase of about 35 per cent. This is mainly due to the farmers getting high prices for their goods. People seem to be more careful and credit is consequently better. The prospects for the coming year seem to be very good."

M. T. J. McKee, Richmond, Que.—"The business of 1916 showed a very satisfactory increase over that of last year. We credit a great deal of this increase to the high prices prevailing for farm produce. Collections are very satisfactory. While goods are very much higher in price than they were a year ago our book debts are hardly as large as they were a year ago. We have every expectation of business being fully as good for 1917 as it was in the past year. As produce of all kinds is selling at such high prices the farmer at least will be prosperous."

McRae Bros., Richmond, Que.—"We had a very successful Christmas trade and business for the year showed a satisfactory increase. There is apparently more ready money in the country. If prices go on advancing, however, people are not going to buy the quantity they have bought in former years."

Farmers' Pockets Lined With Gold

Woodman & McKee, Coaticooke, Que.—"We had the best Christmas trade this year we have ever had. Business throughout the year, too, was considerably ahead of the previous year. The probable reason is that the farmers' pockets are lined with gold, owing to the extremely high prices of produce. The laboring classes, too, are all earning high wages. Another reason is that the town is dry this year and consequently there is less money spent on booze. We think business should be good this coming year."

A. W. Mullin, Hudson Heights, Que.—"Our Christmas business this year showed a slight increase; the past year also showed an increase over the preceding year, due probably to the increased prices of goods. We found credits about the same as usual. The prospects for the coming year should be fair."

W. A. Kenny, Kazubazua, Que.—"Our Christmas trade was not quite as good as last year, owing to the fact that the roads were bad and we did not get any snow till the end of the week. Business in 1916 was a shade better than in the former year. Farmers seem to be paying better. They seem to have more money. Everything they have to sell is at such a high level. We think that trade should be as good in 1917 as it was in 1916. Of course, everything is high and it is hard to sell, but people realize now that they will have to pay."

Profits Less As Prices Advance

John O. Denigan, Magog, Que.—"Our Christmas trade was fair, but not up to last year, on account of the high price of everything and the very bad weather at the Christmas season. Business this year compared favorably with last, but there was no great increase. One reason for any increase is that less credit business is being done by most merchants, though some still adhere to the old system. Credits generally are better because we do not take the risks we used to do. Our belief is that the prospects are not too bright for the retail trade, profits are cut less and less as prices advance. The small retailer has to compete with the larger, of course. The one buys within his means from week to week, and finds when he has sold his purchases of last week at a fair profit, he has to pay this week all he got for his goods to replace them, this is the case in many lines. Whereas the larger buyer has the advantage on the rising market, besides getting a discount on many lines by buying a certain amount, which is not within the means of the smaller dealer. Soap, matches, and many lines that have advanced, means so much less for the retailer, as the advance is not enough to compel dealers to advance prices, and so many will not do it that the rest have to keep their customers."

J. A. Vallaincourt, Scotstown, Que.—"Our Christmas trade was very satisfactory, though less than last year, owing to a storm just before Christmas; otherwise, business is growing better every year. Giving quality and service has helped us to build up business. I have less credits than ever, especially doubtful credits. They pay better as a rule, anyway. The prospects for the coming year should be extremely good, if prices do not go to extremes."

J. A. McLaughlin, Cowansville, Que.—"This is the largest year I have ever had in my eighteen years here. There are more people in town owing to the shell factory here, and this no doubt has helped business. Collections have been far ahead of former years, I think. The prospects seem very promising for a good business in 1917.

Buzzell Bros., Cowansville, Que.—"Both Christmas and general year's trade was the same as usual. There seems to be plenty of money among the working classes, and though they talk a lot of high prices, they buy just the same. The prospects for the coming year's trade seem to be very favorable."

"Christmas trade was not as good as former years. Fancy goods and candies did not sell well. There was also a falling off in trade profits during the year. One reason for this is the number of people leaving here for enlistment and munition making. We do not consider the prospects for the coming year very good, and prices are higher."

H. J. Burton, St. Andrew's, N.B.—"Our Christmas trade was quite successful, on a par with other years, and the year's business figured up to large amounts. The goods we handled were about the same as last year and the increase was due to the increased cost. Our experience was that payments were not quite as good as in former years. If prices continue to advance, we will be forced to cut out some lines, and keep more moderate priced goods to the front. In that event probably the volume of business will be less."

J. F. Ross, Kinross, P.E.I.—"Our Christmas trade was larger than last year's. Our business for the past year showed an increase of 52 per cent. over that of the former year. Strict attention to business, quick sales, and a fair profit helped considerably toward this end. We have no reason to complain regarding credits, there seems to be quite an amount of cash at present. We look forward to a good business in the coming year."

Dixon Bros., Maple Creek, Sask.—"Our Christmas trade was somewhat better than last year, probably about 15 per cent. increase. The reason, I think, for this increase are big crops and high prices. Our experience was that there was very little demand for credit during the year. Regarding the prospects for next year, it would seem that there is sufficient money in the country to keep

business normal. Another big crop would make things move fast."

A. McDonald Co., Lethbridge, Alta.—"We had a very successful Christmas season, much better than last year. Good crops were probably responsible for the increase. We have found a considerable improvement in credits during the year. The coming years seems to us to present very good prospects."

Fine Business Due to Freer Money Conditions.

"Our Christmas business showed an increase of 34 per cent. over last year The business for the year was about the same as in 1915, with the profits slightly higher. Freer money among producers seems to be the main reason for this improved condition. We have found credits better owing largely to prohibition, we think. As to the coming years prospects, we certainly look for a good year in this section."

E. B. Thedford, Mortlach, Sask.—"Our Christmas business this year was hardly as good as last, owing to a considerable extent to bad weather, but our trade for the whole year past was much larger in volume than the preceding year and was done on a cash basis. The reason for this improvement was strong monthly circular advertising, lower prices, the constant fighting of the Mail Order houses and general better prices this spring than last. We did a strictly cash business this year and were not asked much for credit. We believe the prospects for the coming year are about as good as last year's."

Carry Over No Accounts.

Brown's, Limited, Portage la Prairie, Man.—"This year's Christmas business was the best we have ever had, and business generally throughout the year was 20 per cent. better than last year. Increased effort on our part was largely responsible for this result. Regarding credits, 95 per cent. of our outstanding accounts were paid by Dec. 30th. The remaining 5 per cent. will come in before we close our fiscal year at Jan. 31st. All credit customers are obliged to settle every fall. We do not carry any accounts over. If war continues business will be good. If peace comes, as we anticipate and hope, it is difficult to say how business will be affected."

John McKellar, Tiverton, Ont.—"We had a very good Christmas trade, above the average in staple goods, below in fancy goods. Our business as a whole was 15 per cent. greater than last year. The increase was largely due to higher prices on staple goods and butter and eggs being higher the farmer had more to spend. We found there was less credit asked for this year than formerly. Produce being higher, there was more buying power and money was generally more plentiful. We do not expect any extra business during the coming year. Top prices seem to have been reached, and stocking up with goods at present would seem to be speculative. On the other hand, customers are in a better financial position and this will probably have the effect of lessening credit buying in 1917."

Finds No Improvement

C. M. Davis, Weir, Ont.—"We found our Christmas trade less than usual and the general business of the year about the same. War prices are hard on the farmers who have poor land, and land in the outlying sections is poor. Credits are no better, and in some instances worse, and we are obliged to be careful. As for the prospects of the coming year, it depends on how long the war will last. However, Weir is a summer resort, and we still expect good trade."

Expects Good Business but Less Profits

J. B. Kemp, Pembroke, Ont.—"Our Christmas business was somewhat better than usual, but business generally throughout the year was about the same. Were it not for the economy cry, I think we would have done more business. On the whole, payments are better and credit not so often asked for. I look for an exceptionally good business next year, but presume that my percentage of profit will be less than in former years."

A. H. Robbins, Thamesford, Ont.—'Our Christmas trade was good and the trade of the past year showed an increase of 38 per cent. over 1915. Higher prices would account for about 25 per cent. of this increase. I have fewer accounts on my books than any time in the last three years. As for the prospects for the coming year, I judge them to be very uncertain, owing to war conditions, and my advice to all retailers would be to go easy and purchase goods only in such quantities that they could liquidate in thirty days if necessary."

Prospects Not Too Dark, Even if War Continues

Mrs. J. W. Nobles, Colborne, Ont.—"Our Christmas trade was much the same as in former years, certainly no worse, while the general year's trade showed some improvement. Money seems to be more plentiful. Credits during the year have been somewhat improved, for one reason, I do not give as much credit as I used to. Hints, too, from the CANADIAN GROCER have helped somewhat. Considering the past, I think that prospects for the coming years are not too dark even if the war should continue."

John W. Paisley, Cedar Springs, Ont.—"Christmas trade with us was good. It was slow in starting, but in the end it came with a rush. Business generally was much better than during the preceding year, due mainly to the increased prices of goods. Credit during the year has been very slow. As for the future prospects, it all depends on the crops, and therefore is too early to say."

McLaughlin & Sons, Owen Sound, Ont.—"Our Christmas trade was better than last year, but not as good as that of the year preceding, but general trade showed a great improvement all through the year. Accounts generally are in a better state, except for the chronic slow ones. I fear that this coming year will have its difficulties if crops are not better than last year."

The Biggest Year on Record

W. J. Cherney, Windsor, Ont.—"We have had one of the biggest years we have ever had since we have been in business. The year 1916 was certainly a hummer. This was mostly due to the fact that everyone who wanted work had work and at high wages. Our customers paid up better than they ever did, for all the people had plenty of money. We look for a better year than ever in 1917; every person is working and there is plenty of money in circulation. We think there will be more building this year than ever before and a better year in every line of business for the wide-awake business man."

Fenton and Smith, Pembroke, Ont.—"Our Christmas trade was about the same as former years, though business was on the whole a little bit better, due to the fact of so many men being engaged in munition plants and the high prices paid for farm produce. We find that town credits are not particularly good; the cost of living is too high. The prospects for next year look good, though the working man will find it hard to make both ends meet."

N. Fink, Mattawa, Ont.—"Our Christmas trade was about an average, but trade generally was a little less than in 1915. The main reason is that so many people are leaving town, seeking employment elsewhere, there being no factories here. Credits are improved, customers are more careful and are inclined to pay more regularly. I do not think there will be any boom next year, but expect a steady trade."

W. W. Hill, Lucknow, Ont.—"Both Christmas and general year's trade was a little better than the preceding year, due to good roads and good prices. I have found credits better than in former years. I expect a good year next year. High prices don't stop buying."

D. J. Gillies, Cornwall, Ont.—"Our Christmas trade was about the average, and also our trade in 1916 showed a good increase. On account of the increased prices, there was a larger turnover in dollars and cents. The prospects for the coming year look bright."

(Continued on page 28)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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ONE OLD time ruler has gone by the boards as a result of the war—King Rum.

* * *

AN AMERICAN newspaper thinks President Wilson's peace note sounds a good deal like "Tut! Tut!" What does the Allies' reply remind them of?

* * *

AN OLD friend of the readers of CANADIAN GROCER has returned in the person of Henry Johnson, jr. His contributions will be a regular feature of all issues from now on.

* * *

WHAT of the prices of canned goods for the coming season? No one knows as yet. It is a significant fact, however, that cans are costing more than they have done for any year since 1883.

* * *

IT IS rather superfluous to ask a man how business has been the past year. Any business man who hasn't been able to do pretty well doesn't know opportunity by sight even. But as to the future—that is another story.

* * *

BLUEBERRY pie stock has become an item of export for Prince Edward Island to the United States. Some $4,000 of this commodity has been shipped from there this year. This stock is different from canned blueberry being shipped in kegs. Certain preservatives are used and the composition is slightly sweetened. It is sold to confectioners as the base for making blueberry pies. This information rather kills our appetite for American blueberry pies.

THE DANGER IN SELLING MAPLE SYRUP

ONLY a day or so ago the writer's attention was called to a large advertisement in the newspaper of a small Ontario Town. In this advertisement the merchant featured Maple Syrup describing it as the pure article and noting in connection with it the brand name.

Only a week or so previous to this the government had published its latest investigations into the sale of maple syrup. Featured among the adulterated articles was this same brand that the retailer was selling as Pure Maple Syrup.

There is no question in our mind that the retailer so described the article in all good faith, for so it is described on the package sold by the manufacturer. The sad part of the matter is that the retailer for all his good intent was laying himself open to a serious fine.

We have often urged in the past the danger of assuming responsibility for such lines of goods as maple syrup, that have standing against them particularly stringent laws. You can demand a warranty with such articles. Only with such a warranty can you hope to escape a fine should you be discovered in the sale of adulterated syrup. The fact that you bought the commodity in good faith and sold it with the most honest of intentions is no protection.

A WORD OF WARNING

IN the first grim days of the war, when the bottom seemed to have fallen out of everything, when the world catastrophe seemed to dwarf all other things; in those dark days the confidence of the business man was sorely tested, and gloomy forebodings were the prevailing feeling. Doubtless this gloomy outlook was the result of conditions only half known and little understood. It was a swing of the pendulum in one direction. Now it has swung strongly in the other direction, based on the easy money conditions that are engendered by the very shadow that so darkened those first days of war. is there not as much

danger in one extreme as the other? We can but rejoice in these prosperous days. But in our rejoicing we must remember that in all this seeming prosperity there is an element of danger. On another page of this issue there appears a symposium of the opinions of merchants on present and future trade conditions. Almost without exception they are optimistic. Providing there is an understanding of the conditions behind this golden outlook, and a ceaseless watchfulness to guard against any possible change, this optimism cannot but work for good. Throughout that symposium here and there, is heard a note of warning, notably in the letter from the firm of McDermott and McCarty, of Prescott, Ont. Here is a very clear exposition of the dangers that beset even the rosiest appearing path in these days of abnormal conditions. It is not a note of pessimism, but the note of warning and the wise man should always harken to such words as these. It is well in these days to mix our optimism with caution, for that way safety lies.

THE MIDDLEMAN NOT TO BLAME

IT is becoming a habit of newspapers and civic authorities to clamor for investigation into the high cost of food products. Because food is high it is at once assumed that either wholesaler or retailer is growing wealthy on his ill-gotten gains. Economize in someone else's profits, is the general cry. Men who are making very comfortable living in other lines are absurdly eager to know that the food handler should not be making more than a starvation profit.

Such investigations as have been made in Canada have proved nothing. In no instance have the loudly voiced charges been justified, yet they still continue. Nor is Canada the only sufferer in this regard. The opulent American who does not happen to be associated with the food market is just as incensed over the enormity of the supposed offence of cornering food products as is his Canadian counterpart. The only instance on record of anyone admitting a cornering of food products was that of Jan Wetz, of Chicago, who modestly admitted being the owner of fourteen million eggs. As the latest report of Jan was to the effect that he was spending his waking hours wishing that he had fourteen million less, he may be eliminated from the discussion as a misguided individual.

Of recent date the Wicks investigating committee of the New York State Legislature had its auditors audit the accounts of all the large milk concerns operating in the state. The official percentage figures of this audit very effectively disprove the claims of undue profits. A profit of about one-third of a cent a quart can surely not be considered extortionate.

The figures of this audit are as follows:

Paid producer	3.797c
Country hauling	.297c
City hauling	.294c
Pasteurization	.370c
Bottling	.241c
Delivery	2.384c
Freight charges	.934c
Administration, overhead and advertising	.319c
Total	8.636c
Profit per quart	.364c
Retail price	9.000c

Two noted investigators, B. L. Hibbard and Asher Hobson, have recently issued a bulletin of their investigations of the Wisconsin Butter Industry. This investigation was conducted in the Wisconsin creameries and on the Chicago butter market, with an idea of determining the relative distribution of the consumers purchase price. It was discovered that over 67 per cent. of the actual selling price went directly to the producer. Surely a good average, and one that ought not to lay the various agencies that had the handling of the product, after it left the producer, open to charges of excessive profit. The figures of this investigation are as follows:

	%
Farmer	67.7
Hauling	4.3
Creamery	6.7
Railway	2.3
Storage	.5
Shrinkage	.7
Receiver, jobber and broker	5.0
Packaging	2.9
Retailer	9.9
Total	100.0

The New York *Produce Review,* a journal whose reliability is generally accepted reports that it is necessary to go back to 1911 to find such a small supply of fresh eggs as were available this year. For the weeks Dec. 1 to 16 the available supply of recent years was as follows:

	Cases.
1916	66,235
1915	100,670
1914	77,344
1913	87,529
1912	76,448
1911	58,507

It is also noted that in New York and Jersey City the public warehouses had on hand Dec. 1, 396,090 cases of eggs, on Dec. 16 the available supply had dropped to 285,000 cases. In two weeks 111,000 cases had been disposed of. It was estimated that, if this rate of consumption continued, the stock would be exhausted by Jan. 26, a month or more before the new laying season opened.

On the evidence of this well informed periodical it is manifest that there is an actual scarcity of supply over that available in former years. Even the veriest tyro is familiar with the effect that supply and demand have on price. Why then seek other reasons for the high price of eggs?

All this goes to prove that high prices are not of necessity a matter within the control of any man or committee of men.

That conditions may arise that will settle the standard of prices as definitely as any man-made combine could do. It is in the nature of the public, however, to demand a scapegoat, and no amount of argument will persuade them that the extra price paid for goods in these years of stress is not an item tacked onto the price in the office of the jobber and retailer.

Bookkeeping for 1917--II.

Something About the Inventory and the Necessity for Conservatism in Carrying It On—Figure Liabilities at Par and Assets at Rock Bottom—Continuation of Bookkeeping System

NOTE—I omitted to say in my first article that those of you who are using the Harvard Sheets do not require my ledger; but very likely you can gain a few ideas from reading all about it. The journal I describe fits into the Harvard Sheets perfectly. It is the "missing link" not supplied by the Harvard system. Therefore, you can study my entire system very profitably. Either by itself, or in conjunction with the Harvard Sheets, this system is the best I have ever seen for the average retailer.

I TOLD you I would give a few hints on handling the inventory, and I shall concentrate my remarks as much as possible. If I am not clear, I shall be glad to answer questions. The hints are based (1) on my own long experience; and (2) on what I know of the methods of big, successful houses. I am a believer in the doctrine of following the ways of successful concerns.

It is elementary to insist that the prime consideration in figuring the inventory is to be conservative; but I find we are lamest on the most elementary, the most primary, considerations, so I will not apologise for repeating that; if you have possessions of $10,000 you are on much safer ground when your figures show values of $9,000 than when you inflate them even to $10,100, let alone $12,000 or more, as merchants everywhere constantly are doing; also that the $10,000 is there just the same if you take it at $9,000, and will come to the surface later on with much more certainty than is likely if you overestimate it.

So let us see what the big houses do. The rule is: if a commodity—rice, for example—has declined in market value, it goes into the inventory at its present worth. If it has advanced, it goes in at original cost. This system works against the stock both ways. It insures against inflation. It puts a burden on every man, which keeps him "on his toes" all the time to make a good showing. And the result is a tangible, concrete contribution to success.

Analysis of System

Some of the practitioners of this system have peculiar ways of accounting for it. These say they do not take "paper profits," because no profit is made until goods are sold; values may shrink until there is nothing left of certain items, etc. But such reasoning is faulty, in fact, fallacious; because, if carried to its logical conclusions, we would take our entire stock at nothing, since none of what we hold is sold at inventory time.

No; the correct idea is that this is sound conservatism. It is an avoidance of the danger of fooling ourselves. I regard it as the greatest safeguard of business; and let me tell you an experience to illustrate:

I began to use my system on August 2, 1897, and ran along until December 24, 1898, when I took my first inventory under the new deal. I took everything with great care; every item at what I felt was rock bottom valuation; and when I carried my final "net profit" figures into loss and gain, I had, for the sixteen months' time, a net amount of—how much, think you? It was $185.77. Let me admit that for a time I was discouraged — absolutely flabbergasted — hardly fit to go on with the job.

But I looked back over my figures to see just where I was at, and I found that not only was my inventory priced "down to the bone," but I had taken my customers' accounts the same way, and from the two had deducted 10 per cent., or $651.85; had deducted 20 per cent. from my F. & F. account, $82.68; had taken my own salary at $100 per month, $1,653.04; and every item of direct expense and shrinkage carried forward at the maximum. These deductions totalled $2,387.57, which grocers who do not keep books and many who do are apt to run in as "profits." Meantime, I had hunted up every bill I owed and took the total at full value—not fooling myself very much.

So I carried out my plan; and was rewarded the following inventory, September, 1900, by being able to carry to loss and gain a net profit of $2,084.88—the smallest figure to which I could boil down my earnings.

Conclusions to be Drawn

Thus, I say to you now that it is wise for you to be very conservative in pricing your inventory; in estimating the value of your accounts receivable, take every one at rock bottom—try to place yourself as one who would purchase those accounts for cash, as going accounts, and then probably you can estimate fairly the real worth of each; and when you have so estimated, deduct 10 per cent. from the remaining total. Take everything you owe and all items of expense or known depreciation at full figures.

It is to be noted that the present is a peculiarly difficult time to price an inventory; so you must exercise unusual caution. Some advanced values are legitimate and should be taken; but always remember that a day of declines is coming, and that what you sell the goods for is what will make the final determination of what they are worth.

Process of Journalizing

I left you last week with a description of the book of petty vouchers. Having that in shape, we are ready for the work of journalizing, and you will note that the journal described is the one book of general entry—it is cash book, day book, and journal combined.

First, note that the left-hand page is the debit page. Everything that is to be charged against any account is entered on this page.

Second, the right-hand page is the credit page. Every credit to any account is entered on the right-hand page.

Third, there can be no debit without a corresponding credit; hence, an entry on one page requires an entry on the other page to balance it. This is the safeguard and the check of the "double entry" system. Do not be afraid of this feature. It is very simple and easily understood and handled; and you get used to it very soon.

You have six columns in your journal. You skip page 1 entirely. On page 2 write in the space provided at top of each column as follows:—Col. 1, cash; col. 2, mdse; col. 3, expense; col. 4, wages; col. 5, earn.; col. 6, sunds. (meaning sundries). On page 3, being right-hand page, write on col. 1, cash; col. 2, mdse.; col. 3, discount; leave 4 and 5 blank for now; write sunds. top of col. 6.

At top of date column, on both right and left-hand pages, write 1917, and in the column, second line, write January 2nd.

Next, write mdse. in the detail column, left-hand or debit page, followed by petty vouchers. Take the total of "P.V." charked against merchandise, as described last week, and enter that in the mdse. column.

Next, take your check book for the record of bills paid by check, and enter as follows:—Below mdse. set in slightly from left margin, write name of firm paid, say, A1 Jobber & Co. Let us say there were two bills—one 30-day, less 1 per cent., $29.60, and one 60-day, less 2 per cent., $48. So, immediately following Jobber's name, dropping to next line, insert $29.60—.30, carrying the 30 cents discount into the small column immediately at right of detail column. Next line write $48.00—.96, carrying the 96 cents discount into the small column, as before. Proceed thusly with all bills paid by check. (You will note that I go

on the theory that you discount your bills. If you do not discount, just insert the face value of bills paid without deduction directly in mdse. col., as noted below).

When you have entered all bills thus discounted and paid by check, enter other bills paid by check, either not subject to discount or not discounted in similar fashion, listing each bill under the payee's name for ready reference.

Now, add up the discounts in the small column, putting the total immediately below in small, interline figures.

Next extend each net amount paid over into the column headed mdse.

Next extend the total amount of discounts, as indicated by the small figures in the small column, into the mdse. column just below the other items you have written therein.

Now, take your finely-pointed, hard pencil, and add up the items in the mdse. col. down to, but not including, discount. Say it is $188.46. Insert the pencil figures there and let them remain.

Next move over to the right-hand page, which you date as previously indicated, and write cash in detail column, second line, followed by the words mdse. a/c.; and carry the total of $188.46 into the cash column.

Next take the little figures of discount from foot of left-hand mdse. column, say, they total $1.47, and carry that amount to right-hand page under discount column, dropping six or seven lines below the cash entry.

Results So Far

I shall leave you now for this week, but you will note this one point: That as far as you have gone the total of the entries on the left-hand page is the same as the total on the right-hand page. That is "balance." It is the foundation of correct accounting. Note it carefully. I shall write you the next section next week.

The Story of the Orange Tree

The Most Universal of Fruits—Found in Almost All Sections of the Globe — Some Little Known Countries of Growth—Its Age and Marvelous Productivity —How the Orange is Handled and Graded by Modern Machinery.

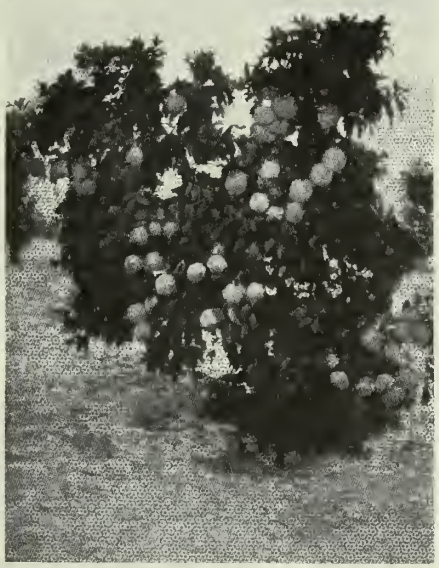
OF all the fruits that seek the favor of the public taste, the orange is perhaps the most universally used. This is a most fortunate provision of nature, for of all the fruits the orange is the most widespread in its zones of cultivation.

Most people look upon the orange as the product of California and Florida. Those are, of course, the oranges of which we know the most, probably also these represent the largest area in point of actual production in the world, but the orange is indigenous to almost all of the tropical and semi-tropical climes. More especially is this true of the semi-tropical lands. In this area practically everywhere oranges are grown. For instance, no one thinks of Africa as an orange country, yet oranges are grown there. This year the reported yield is nearly a million boxes, no small item in itself. Many people are familiar with the large cases of oranges that make their appearance about Christmas time, "420's and 714's" is the way they are known to the trade. These are the product of sunny Spain. Southern France has its orange groves bordering on the Mediterranean. Portugal is a heavy producer. Italy is a garden of orange trees. Only of late years have these oranges ceased to be a factor of the Canadian trade. The bitter oranges that come from Italy are still largely used.

Oranges come from the Azores, from the Canary Islands, from parts of north Africa, from the Caucasus. Everywhere that the sun's rays beat with a fair degree of persistence and more than a fair degree of heat.

First in India

They were cultivated in India from remote antiquity, and from thence



Grape Fruit Tree, St. Petersburg, Florida.

spread to western Asia and Europe. England draws her supply mostly from St. Michael, the Azores and Malta, though these are not the equal of the Mandarine orange of China or the navel of South America. Some of this latter variety, almost twice the size of an ordinary orange, reach England from Brazil. Jaffa, the Joppa of the Old Testament times, has a justly celebrated orange, while the seedless orange of Majorca, is greatly prized. The Kum-quat orange of China and Japan is an interesting variety of the species, being barely larger than a gooseberry. This fruit also flourishes in Australia.

West Indies a Factor in Orange Trade

The orange is not naturally a tropical fruit like the banana, yet it flourishes in most of the West Indian Islands, which border very closely on the equator. Cuba, Jamaica, Porto Rica, Isle of Pines oranges are well known. They are grown in profusion in Dominica, Hayti, and in British Guiana, in South America, though the products of these last three countries are not commercially known in Canada. It is hard to realize to what late date this trade belongs. A report of West Indian trade of only a very few years ago puts the exports of oranges to Canada as "nil," now the Jamaican orange is a familiar feature on the market. Many thousands of boxes are sold every season. In the beginning of the industry in that section it was the custom to ship the oranges in large hogsheads. It would be hard to imagine a method less suitable for the handling of oranges. Big and little, good and bad, they were all dumped into this hogshead till it was full. These hogsheads were, of course, sold at very cheap figures, but the retailer who ultimately received them had an unsavory task seeking for the good oranges in the mass of more or less decayed fruit, a task that was made not the more pleasant by the fact that vicious looking, if harmless, West Indian beetles delighted in these quarters, and even now and then, a not so harmless scorpion would be discovered. That system has now been changed and these oranges are shipped in boxes, graded and packed according to the best accepted methods.

Green Tinge Not a Sign of Immaturity

One peculiarity of this West Indian fruit, especially that of Jamaica, is that its skin is naturally a lemon yellow and even green. This green tinge to the skin does not necessarily mean that the

orange is immature. The orange may be thoroughly ripened and perfectly sweet and juicy and yet retain its greenish color. This peculiarity has led to a certain prejudice against the fruit by those who are not familiar with its many good qualities.

Before the Californian and Floridan orange had become the standard of the trade, the Mexican orange had an enormous sale. These oranges are still largely sold, though the better grade oranges have to a great extent usurped the place they used to hold. In fact, with the enormously increasing volume of the oranges grown in the United States, and their consequently lower prices, they have unquestionably become the bulk of the orange sales, a condition which the uncertain politics in Mexico has not helped to minimize.

California has practically two orange seasons. The well known Washington navel or seedless orange, comes on the market sometimes early in November as a rule, and continues into the early spring. It is followed by a short crop of an orange known as the "Mediterranean Sweet." Practically before these oranges are off the market, the variety known as the Valencia Late is in season, so there is never a day in the year when California is not shipping oranges. Though most people have come to look on all California oranges as seedless, this is not the case. Only the navel is seedless, though the other varieties have comparatively few seeds.

Florida has but one orange season, and it is not as long as the Californian. Florida oranges, as a rule, come on the market some time ahead of the California navel and are off the market early in March. There is then no further production of this fruit until the following October.

The orange is a fruit that needs the maximum of care. Cultivation is necessary to produce a commercial article, as the fruit degenerates rapidly. As a result, the seedling orange is probably never of any commercial advantage.

One Tree, 10,000 Oranges

The orange tree is remarkable for its productivity. A tree 20 feet high with a thirteen feet spread will produce as many as three or four thousand oranges in a season. There is at least one tree on record in Florida that during several seasons has produced 10,000 oranges. These trees attain a very considerable age. An average of from 100 to 150 years, is a fair estimate. Unlike many fruits the age of the tree does not affect the quality of the fruit. Indeed, the fruit from young trees has not quite the same quality, being pulpier and heavier skinned.

Though oranges are one of the hardiest of fruits, as far as their keeping qualities occur, they are very easily injured by injudicious handling. A scratch from a finger nail, a bruise in gathering, will start a rot in transit from packing house to destination, and this rotting is very contagious, and naturally militates against the advantageous sale of the fruit.

Care in Handling Oranges Before Packing

For this reason, every year new methods are being adopted to assure the proper handling of fruit. Some packing houses are instituting the use of gloves in all the handling of the orange from the tree to the packed box. This is supposed to protect them from finger nail cuts that are an ever-present source of danger to their keeping qualities. Great caution is observed to see that oranges are not cut with a long stem or sharp stem, as these will bruise or cut the fruit in packing. People have sometimes wondered as to the use of the strips of cardboard that lines the end of many orange boxes, and to why the centre partition has a rounded top. These are just other steps in the process of protection and are adopted to prevent the cutting of the skin of the orange in packing.

Oranges are originally picked into what is known as field boxes, a heavy wooden box somewhat larger and longer than the ordinary orange box. These are filled just so full that they can be piled one on top of the other on a waggon. Thus they are drawn to the packing house either of a broker or are handled through a packing house run by an association of growers. As far as prices go, 75 cents per field box is considered a very good price by the grower, though, often enough, oranges are sold for less. For instance, two years ago fancy Florida grape fruit was sold as low as 25 cents per field box and oranges not much higher.

A profitable crop scene in an orange grove, Florida.

Settled Charges Against Fruit That Keep Price Up

It must be remembered, however, that the heavy charges come after. For one thing, the modern packing plant means a fairly heavy outlay. The actual machinery of even a small modern plant will run into the thousands. The wear and tear on field boxes, which are usually supplied by the packing house, is a very considerable item. Packing is a skilled work and a good packer will make as much as a munition worker. Loading charges, freight rates and duty and icing charges are a few of the other charges that help to bring the price to the retailer to a very fair figure as compared with the 75 cents of the field box.

How An Orange is Cleaned and Graded

Roughly speaking, a field box will just pack one regular box. That statement may be misleading, for a field box will probably run in half a dozen different sizes. When a large supply of these field boxes are on hand the packing begins, the boxes are carefully dumped in a wide trough, the bottom of which is formed by a traveling belt. This draws the oranges into the washing machine. Here they are run through warm water to remove any of the grit or dirt that may cling to the skin. From this they are drawn between soft brushes that clean the skin of many little natural discolorations and brightens it and gives a gloss to the skin. Then, as a damp orange would certainly result in rapid decay, were they packed in that state, they are passed through a drying chamber, where warm air is forced on them by means of fans. From there the traveling belt brings them to the grading table, as it is called, though anything with less resemblance to a table would be hard to find. The table is perhaps 60 feet long, the centre perhaps four feet high, with a convex top a foot in width. On each side of this there are a series of rollers about three feet in length runing down the full length of the table. These rollers at the start are set very near to the floor of the table, but each one as you progress is raised a small fraction higher. These rollers are continually turning. The oranges are carried by the traveling belt to this table. Here the convex top lets them roll into contact with the turning rollers, which have a slight tilt at one end. This keeps the orange moving gradually forward till it reaches the roller that is just too high from the table to catch it and there

it drops through into one of the bins that line each side of the table. All the oranges that fall into this bin must perforce be of exactly the same size to the smallest fraction of an inch. Before this bin stands the packer, his hands working so fast that it is almost impossible to follow them; yet each orange is wrapped and falls into its exact place in the box. For each size much pack in one particular way. There is no other possibility. If packed in any other way, it will either be too slack or too full. By means of knowing the pack the dealer can tell at a glance just what the size of the orange is. It is possible in this way to know that the original numbering placed on the box by the packer has not been tampered with for any reason.

Oranges are packed to stand 1½ inches above the box. When it is fully packed it goes to the cooper, who lifts it onto a press. A movement of the cooper's foot and two arms press down the ends of the cover till they touch the box ends. In this position they are nailed. There you have the packed orange box with the familiar bulge, or, as it is less euphoniously called, "belly." The packed boxes are trucked into a car, a checker calling off the sizes as they go. There they are piled on end, seven across the car, and each row is stripped with long laths that bind the boxes together, preventing breakage. On this the second row is piled. When the car is loaded and properly stripped, it is practically solid, though all through it there are spaces for the circulation of air, and capable of standing any ordinary rough usage in transit. These cars are sold in transit, as a rule, on the basis of the size list taken at the time of loading.

This, then, is the process that oranges go through on their journey to the consumer. At least this is the method used in the best equipped sections. The Jamaica orange is still to a large extent graded by hand.

Considering all the manifold handling that an orange must undergo before it is actually packed, and the long, long journey that separates the producer and the consumer, it is a point to be marvelled at that oranges can be bought so cheaply that they are within the reach of practically everyone.

Selling Marmalade at the Right Moment

Timeliness in Advertising and Selling a Great Element of Success—How One Merchant Played on the Unspoken Needs of His Customers—Advisability of Featuring Both Marmalade Orange and Manufactured Articles.

THERE is a well-known grocer in a large town in Ontario, who makes it a part of his business policy to seize the psychological moment in selling. He doesn't put it in just those words; in fact, he doesn't waste many words on the subject at all, but he certainly does use a good deal of thought, and the timeliness of his campaigns, that are ingeniously arranged to fit in with customer's mental processes, have more than justified themselves in the splendid results that his system has obtained.

Of course, it is doubtful if this merchant would consider his methods a system at all. His line of argument is this: Just around this time of year the housewife is likely to come to the rather distressing conclusion that the supply of preserves and jams that seemed of such mammoth proportions when they were arranged in orderly rows in her fruit cellar the previous fall, have become painfully depleted, and are in great need of some outside support. Of course it doesn't take any particular brain power to discover this fact, but the solemn truth of the matter is that obvious as the matter may appear when outlined thus, not one merchant in a hundred thinks of this, or if the idea does happen to cross his mind, makes any effort to capitalize the fact. The merchant in question has built up a prosperous business by capitalizing just such hints, or possibly it would be better to call them intuitions, as this:

For instance, it is getting near marmalade season and the housekeeper is getting short of just such commodities, those facts are fairly patent to the retailer because his fruit wholesaler about this time begins to bombard him with circulars in which the fact that marmalade oranges are about due, is prominently to the fore. Some merchants register a resolve to get a couple of boxes of oranges as soon as they arrive and in a more or less desultory manner they pass on the information gleaned from the wholesaler's circular to their various customers. That may be building for the future, but it gets you nothing in the present, and making things move in the present is the idea that has been behind the success of the merchant we have in mind. He reads the wholesaler's intimation and it suggests marmalade to him also, but it suggests also the fact that probably the housekeeper has also been thinking of the same thing, and that it is the psychological moment to draw this line to her attention. She has had her mind on just this line of goods, she needs something of the kind and needs only a suggestion to make her a purchaser. So this merchant has made the early weeks of January marmalade weeks. He doesn't wait for the oranges to arrive. He plays on the suggestion.

Probably fewer people are actually making marmalade every year, and yet still the association of the early part of the year and marmalade maintains its force. It is the marmalade season and the merchant who takes advantage of this psychological moment is bound to reap a harvest.

The merchant referred to uses a small counter display of different brands constantly at hand. His clerks are instructed to draw the attention of the customers to the display with some reference to it being the marmalade season. The matter is never urged unduly, and no effort other than this bare suggestion is made to enourage the sale, except, of course, the window display; that the merchant always uses as a backing for all his arguments and as a basis for them. To make a window display of soap and then feature canned goods in your selling is a very successful way of dissipating the effect of both, in the opinion of this merchant, so he uses an attractive window display as a background for the little selling suggestion. There is then no decided effort needed to bring the matter definitely to the customers' attention.

How many customers who had no intention of buying marmalade were led to do so by this means of suggestion, it is hard to estimate, but their numbers were a very decided factor. Had this campaign been timed for any other season it would in all probability lose the major part of its effect. Customers would not be thinking of these goods and their attention could only be caught with a good deal of difficulty and this would be selling under difficulties.

Timeliness is an item in advertising and selling that many retailers lose sight of altogether. There is a time when the public's attention is naturally centered on some particular thing. If that moment can be discovered it is the psychological moment to push that line.

This is the season of marmalade making. The idea is in people's minds, and the wise merchant will not fail to make

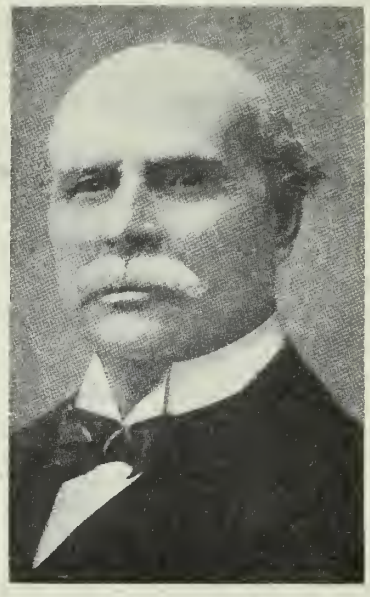
the most of it. It is a fact that, with the high cost of ingredients that have prevailed during the past few years, many people who formerly used to make their marmalade have ceased to do so. The fact also that manufactured marmalade is being manufactured at such reasonable prices and of such good quality, makes it unwise to pin all your faith on the sale of the contents of the home-made article. It has become more and more the custom to feature the marmalade oranges and the manufactured article together. In any event, it is wise to remember that timeliness is a great factor, and to take advantage of all opportunities of advertising and sale is the part of wisdom.

Britain's Food Dictator

BARON Devonport who in Lloyd George's cabinet was given the responsible and arduous post of Food Controller, has been going about his work in a quiet, conscientious, and as far as can be judged thoroughly efficient manner. We hear very little of him, but we know that whole wheat bread has become a fact in Britain, thus saving a very heavy percentage of flour. We know that the prohibitions against imports of certain unnecessary lines of goods have become more stringent, that the shipping facilities may be devoted to more necessary work. We know that supreme efforts are being made to keeping up the merchantile marine that the Empire may not feel the touch of hunger. We know that there have been measures suggested bearing on the conservation of the potato supply. In all these measures, Lord Devonport's hand has remained unseen but none the less present because of its invisibility, and the Empire breathes easier for having a business man guarding the biggest interests of the biggest business the Empire has ever known.

Baron Devonport is a grocer by trade, that is he owns a network of retail stores under the name of "The International Tea Company."

Before he became a member of the Cabinet he had been Manager of the Port of London. The wisdom and far sightedness of his policy while occupying that position has been made abundantly evident in the ability of that port to handle the enormously increased burden that has developed upon it due to the world war.



BARON DEVONPORT

A CORRECTION

In an article in last week's issue on the review of the past year's trade from the past year, the name of the president of the White Swan Spices and Cereal, Ltd., who contributed an unusually interesting and suggestive letter in connection with the discussion, was inadvertantly given as A. M. Broder. The name, of course, should have been A. M. Brooke. The CANADIAN GROCER regrets that this error occurred, and takes this opportunity of rectifying the mistake.

JAPANESE NUTS

$20,000 Shipment Held Up at Vancouver and Are Said to be Bad

The Vancouver *Province*, in its issue of January 2, says:—

"At present there are very large shipments of beans and grain coming in from the Orient, all of which have to be fumigated before the inspectors allow them to be distributed. One consignment, which was recently rejected, consisted of forty tons of walnuts from Japan. It was discovered that over three-quarters of the nuts were bad, and that the shipment had been previously rejected at San Francisco and Portland before they were reshipped to Vancouver. The provincial inspector will not allow them to be admitted on the ground that it would be an imposition on the public, and that even to allow them to be shelled and treated would be a temptation to purchasers to unload tons of rancid nuts on the public. There are over seven hundred sacks of nuts. The consignment brought five cents a pound to the shipper in Japan, who sent them in through a German broker in Shanghai. At the ordinary retail price of twenty cents a pound the public would have been "stung" about $20,000 for the nuts had they not been held up by the provincial officers."

CALENDAR SUGGESTIONS FOR THE COMING YEAR

A. E. Kelly corner of Florence and Lyon Streets, Ottawa, has issued a very artistic calendar for the benefit of his customers. A hand colored photo inset in a white mount on a background of blue makes a very attractive and more than usually delicate appearance. It is a calendar that the customer is sure to keep and consequently is a first class advertising medium.

MAINE LOBSTERS ON A TRIP

An effort is being made by the United States Government to propagate lobsters in Puget Sound. It is thought that the waters of this section should be suitable to the culture of this sea food delicacy. Uncle Sam sent a straight carload of these crustaceans across the continent under cold storage. Some 6,000 of them died in transit; it seems a heavy mortality, but not so great when it is remembered that the car contained 120,000. This is an experiment that Canadians can watch with a good deal of interest, for should it prove successful in the natural course of propagation the lobsters would find their way into British Columbian waters and so become a national asset.

POTATO GROWERS MEET

The annual convention and exhibit of the New Brunswick Potato Growers' Association was held in Woodstock, N.B., on December 27 and 28, and proved extremely successful. There was a large attendance of growers and the exhibits were numerous and of good quality.

In his address to the convention, the president urged improved methods of production, particularly in cultivation and the prevention of disease. He also urged organized effort to widen the opportunities for the growers and to establish permanent markets for such products as potato starch and flour.

One of the most interesting addresses was that of J. A. Clarke, superintendent of the Dominion Experimental Station in Prince Edward Island. In the course of his address he gave a careful review of the cost of production and marketing, according to conditions existing this year and reached the comforting conclusion that, after allowing a liberal margin for every possible contingency, potato growing still is a profitable business.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces.

T. P. Tracey, St. John, New Brunswick, for many years engaged in the grocery business in that city, is dead.

The cold snap last week held up potato shipments, and consequent scarcity resulting has made price jump on local markets twenty-five cents and half a dollar. They are expected to fall off again with the resumption of the movement from the farms.

Hon. Herbert H. Allan of Maine was in St. John last week looking for potatoes for shipment across the border, but found practically no excess stock available and left for the northern parts of the province to continue operations. He said that the potato crop in Maine this year was far below normal but the high price has made the money return about the same. The prevailing price is $4. there.

In order to increase the output of the Annapolis valley and at the same time provide a living for returned soldiers, the amalgamated boards of trade of the district are arranging for the laying out of large numbers of twenty-acre farms. Apples will be the chief crop but other products will supply an income while the trees are reaching maturity. Arrangements are being made to assist in the financing and also to guarantee a certain amount of work to provide ready money for the few first years.

John Coholan, who died at his home in St. John this week was for many years a prominent retail grocer and had the reputation of being the first grocer to resume business after the great fire of 1877. In his earlier years he was a seafarer and had a record of having saved fifteen persons from drowning by his own efforts and also commanded a boat which saved twenty-three under great difficulties. He was made a freeman of the city in recognition of his services and bravery. In recent years he has been in the civic service.

To encourage the farmers of Charlotte County, N.B., to raise wheat more extensively, a crop to which soil and other conditions are well adapted, L. B. Moore of Moore's Mills, is planning the erection of a flour mill of a capacity of twenty-five barrels a day, at a cost of about $10,000. The building and plant will be completed and ready for operations by the time the next crop is ready. Until the local production is sufficient to keep the mill going at full capacity he will bring grain from the west. There is no grist mill in the county at present.

Quebec

Hulin & Williams, Butchers and Grocers, Montreal have dissolved. S. Hulin continues.

G. C. Duncan, Montreal manager for the Cowan Co. spent part of this week in Toronto on business.

H. D. Marshall, Broker, Montreal, has secured the agency of the Phoenix Packing Co., California for the sale of dried fruits etc. in Eastern Canada.

W. W. Hutchison, vice-president of the Lake of the Woods Milling Co., has arrived safely in England having sailed for the Old Land some three weeks ago. He has a son on active service.

W. J. Carney of Merrickville, Ont., one of the best known representatives of Kearney Bros., Montreal has resumed his rounds following the New Year's holidays.

Cecil T. Gordon, agent for Dominion Canners in Montreal has been absent from the city on business for the early part of this week, and is planning an extended business trip which will take him away for some six weeks.

In the course of the coming week H. D. Marshall, broker, Montreal, will be removing from his present office on St. Francois Xavier St. to larger premises in the Lake of the Woods Building, St. Sacrament and St. John Streets.

The Natley Novelty Co., has taken over the business of the Actonvale Novelty Co. of Actonvale and have opened their new plant at North Katley P.Q. where they will manufacture spiral fly catchers in wooden tubes.

Harper Gray of the firm of Gunn Langlois & Co. wholesale provision merchants, Montreal has been absent from Montreal on a business tour of Western Ontario and Toronto during last week and the beginning of this week.

The ice road across the St. Lawrence leading from Longueil to Montreal where the ferry steamer plies in summer is now strong enough for pedestrian traffic, and a good many people have been coming across to Bon Secours Market.

W. J. Wilson, who represents Messrs. S. H. Ewing & Sons, spice merchants, Montreal, is again on his rounds throughout Quebec Province where he is well known in trade circles, and H. H. Cossett, of the same firm, are off to Ontario after New Year's spent in Montreal.

The death occurred in Montreal, Jan. 3, of John Forgrave, who has been a familiar figure in the grain trade of Montreal for many years. For twenty years he was superintendent of the old C.P.R. Elevators, A and B and was in this position at the time of his retirement from active work some six years ago.

The holiday season brought to Messrs. Chase & Sanborne, Montreal good news of a young representative of the firm who is now on active service with Cape's Battery at the front. The young man is S. B. Baptiste whose name will be recalled by merchants of Three Rivers, Valleyfield and Joliet, Quebec where he is well known.

Zephirin Hebert, President of Hudson Hebert et Cie. led the Quebec delegation representing the Bonne Entente between Quebec and Ontario, which left Montreal for Toronto this week. Incidentlly it may be noted that Zephirin Hebert is first choice in the hearts of all interested, for President of the Board of Trade of Montreal.

J. A. Paulhas of the firm of D. Hatton & Co., Fish Merchants Montreal, and Publicity Secretary of Canadian Fisheries Association has left for a fortnight's recreative vacation on the East Coast. Mr. Paulhas has borne besides the cares of business during the past fall, the severe strain of two intimate family circle bereavements rapidly following one another, and the present trip is taken in interests of his health.

Employees of the Chase and Sanborn, coffee and spice firm, in Montreal, Boston, Chicago and other points, have received a nice little "lift" in the fight against the high cost of living. The firm has decided to distribute $25,000 in money presents among all its help receiving an annual salary of less than $1,500. This present will amount to about ten per cent. of the yearly wage of each recipient. The gift is to be distributed as follows: One hundred dollars to every employee earning from $1,000 to $1,500; $80 to those earning from $750 to $1,000; $50 to all office boys and girls.

Taking the place of Hon. Martin Bur-

rell who was to have addressed the Ontario Dairymen's Convention at Napanee on Jan. 4th, Mr. A. A. Ayer, Dairy Produce Merchant of Montreal delivered a most interesting address on the productive powers of Canadian Farmers and Dairymen, and their share in winning the war.

Following publication of the address, in a talk with CANADIAN GROCER, Mr. Ayer remarked further that he had heard that the Board of Trade of Ottawa has asked the Government to forbid the exportation of butter. Pointing out that the production of butter in Canada is from 4,000,000 to 4,500,000 boxes, and that the excess of production this year in Canada was 150,000 boxes which might by intensive care in dairy production be increased to 200,000 boxes or 500,000 boxes, he asked what the Ottawa Board of Trade proposed to do with the extra quantity produced. In regard to the margarine importation proposals, Mr. Ayer added "The idea is that the importation of margarine is to reduce the price of butter, in other words the bringing in of a few hundred thousand pounds of margarine will lower the value of Canada's butter production over a million dollars perhaps. What would our bankers and the financiers of the country have to say to this reduction of the assets of the country in these war times?"

Ontario

A. Peters, grocer, Florence has sold out.

Sweet & Sons, Toronto, grocers, are discontinuing business.

Arthur L. Page, grocer, Sandwich, has sold to Gilbert Duchene.

Mrs. Mary T. Duhuque, Duhuque, grocer, has sold to Philip Bell.

S. L. Squire, Waterford, has sold his grocery business to H. A. Sanderson.

Thos. Clement, Warsaw, has sold the stock of his general store to Charles P. Calder and Oliver Douglas.

A. H. Brenew, London, has purchased six lots in Windsor, on which he will erect a seven-storey cigar manufacturing establishment. The business of the firm is growing to such an extent that larger premises are needed.

Jas. Costain, grocer, Brantford, formerly of Cannington, Falkland, and Glen Morris, died on January 9. Mr. Costain was justice of peace and commissioner for the High Court.

The premises of A. L. Campbell, grocer, Lindsay, was damaged by fire on December 26. Fire broke out in the rear of the grocery store, underneath a counter among paper bags, tea, tobacco, etc. The fire was checked before it spread to the upper floors but not before considerable damage was done. The dress-making establishment of Miss Moon, and the confectionary store and dwelling of Walter McWatters were damaged by fire and water. The loss is estimated at $3,000.

Lindsay, Ont., at the recent civic elections carried the by-law to grant a fixed assessment of $4,000 on the new $30,000 creamery and cold storage plant of Flavelle's, Limited, to be erected to take the place of the plant destroyed by fire some time ago. The plant is to contain all the most modern improvements. It will be a four storey building 50 x 150 feet and occupies a very fine location on the main street just opposite the City Hall. It is expected that the new plant will be in operation by April 1.

Western Provinces

H. A. Davidson, Pilot Butte, Sask., has discontinued business.

R. W. Lennox, Hearne, Sask., has been succeeded by O. W. Dixon.

The Warner Meat Market, Warner, Alta., has been sold out.

Woodside, Ltd., Saskatoon, Sask., are selling their grocery business.

S. Kushner, Athabaska, Alta., has removed to Fort McMurray.

A. M. Robinson, Shoal Lake, Manitoba, has sold to Max Trester.

D. Brownstone, Rush Lake, Sask., has been succeeded by A. Loeppke.

T. Mulligan & Co. have opened a grocery store at Medicine Hat, Alta.

D. J. Kennedy, Camrose, Alberta, has sold to Hammond and McLennan.

McLellan & Penrose, Winnipeg, grocers and meats, suffered loss by fire.

C. B. Booth, Winnipeg, Man., has sold the stock of his grocery store to N. Adilman.

H. Field, Radisson, Sask., has purchased the stock and fixtures of Johnson & Sample's store.

Western travelers of The Cowan Co., Ltd., Toronto, have been east to head office over the holidays.

W. H. Escott has announced his intention of opening branches at Vancouver and Fort William.

W. G. Kyle, Winnipeg manager of the Lowney Company, of Canada, Ltd., has been in Montreal on a visit to headquarters.

The traveling staff of the Scott, Bathgate Co., commission merchants, met at the head office, Winnipeg, for a convention last week.

Robert Gillespie, of the Robert Gillespie Co., manufacturers' agents, Winnipeg, is leaving for a two months' business trip to the Pacific Coast.

G. H. Holden, representing the Robert Gillespie Co., manufacturers' agents, Maltese Bldg., Winnipeg, is on a business trip to Chicago, Michigan, and Eastern Canada, calling upon the firm's principals, and establishing agencies in the East for some of the lines they represent.

The general store of S. Stockhammer, Khedive, Sask., and contents, was destroyed by fire on Dec. 31. The insurance amounted to $7,000, while the stock was valued at $12,000.

L. C. Powell, office manager of the Donald H. Bain Company, Winnipeg, was married on Wednesday, Jan. 3, to Miss Eva Pozer. On the night prior to the marriage, the staff of the Donald H. Bain Co. presented Mr. Powell with a silver tea service, while the gift of the firm was a substantial cheque. Mr. Powell left for Montreal, and other eastern points, where the honeymoon will be spent.

Robert Morrison, Saskatoon, superintendent of elevators for the Quaker Oats Company, is dead, as the result of falling from an elevator platform at Dunfermline, on December 29. Mr. Morrison was examining a car of grain at the Quaker Oats Company's elevator, at Dunfermline, 16 miles west of Saskatoon, on the C.P.R., when he slipped from the platform on which he was standing and, his head striking the frozen ground, his skull was fractured.

RETAILERS REVIEW BUSINESS CONDITIONS

(Continued from page 17)

Outlook Bad for the Retailer—A Warning Word

McDermott and McCartey, Prescott, Ont.—"Our business this Christmas was larger than in former years, and on the year's business there was a gross increase due to higher prices. We consider that the coming year looks very bad for the retailer, a few of the reasons for this opinion might be enumerated: The increased cost of doing the same amount of business in labor, taxes, postage, war stamps on cheques and drafts, paper, twine, fuel, donations of all kinds, horse feed or gasoline. The action of several manufacturers in making the retailer stand for their ten, twenty and thirty-cent advances on their cost price, others reducing their discounts, all of which comes directly out of the retailer's net profits. The increased capital that is necessary to carry the same amount of stock and some customers' accounts—the interest on this alone will be quite an item. Then take the almost prohibitive price on several lines of goods, the retailer will have to cut his profit to almost nothing to sell some lines; in fact, we are ashamed to ask our customers the prices we are compelled to get for canned goods, soda biscuits, and some other lines. Then, Mr. Retailer, look out, you are stocking up with goods at prices that should not be in this country, and if you are very anxious to get business, you will likely load up with some mighty poor accounts. So our advice for 1917 is, look very carefully before doing the leaping."

THROUGH OTHER SPECTACLES

ADVERTISEMENTS

From *Haverhill Gazette*

If you wish to understand the living activities of men—and of women—and what the modern crowds on the modern streets are after, read the advertisements. The beginnings of homes and of new and perhaps remarkable families are to be found in the "want columns." These columns are always full of romance in the rough.

To save postage an American editor tore all the advertisements from a batch of papers before sending them to Kipling. The novelist and poet remonstrated by return mail. "Don't tear out the advertisements. I like them best. I can write the stories myself."

Think for a moment what the modern newspaper would be without its advertisements, of how much less value it would be to the historian of the future, of how much smaller value to the purchaser of to-day! Countless persons have learned to await the announcements of the sellers of what they have to offer before they think of making their regular or irregular purchases. Without these announcements they would be at a loss.

The advertisements are an index of the activities of trade. They tell its story in a sprightly and often an illustrated form and with definite detail. The man or the firm that puts the most brain in placing his advertisements, is the one that will get the best return from the labor and the expenditure. Thus, advertising has become almost a definite science, but like work in so many of the sciences it needs some of what has been called "the scientific imagination." It needs a kind of Napoleonic boldness to grasp special situations and crises, and, by a massing of forces, to turn possible defeat into sure victory.

Advertising is not only a science, it is a good deal of a knack. Why is it that you read one man's advertisement with interest and avidity, and are almost repelled by that of another? It lies in the knack of presenting the material. To be a great novelist, or a great advertiser requires genius. Somebody has said that genius is an infinite capacity for taking pains. But this is not all. It is hard work backed by a little scientific imagination and by what other ingredients of the kind one can get into it.

HOW MANY PINTS TO THE GALLON?

The Fishing Gazette.

Experience indicates that when oysters are sold from bulk in the ordinary oyster buckets or pails over-measure is very common, and those dealers who have watched assert that they average seven pints to the gallon, owing to the tendency of clerks, etc., to give not only a full pint, but just a little over. When the individnal sales are smaller—that is, when half pints of oysters are purchased frequently, the average amounts to still more.

An astute oyster dealer in a Middle Western State has discovered that it pays to put up oysters in square, destructible containers, which are made of accurate measure, and he finds no difficulty in getting 25c per gallon more for oysters put up in this way than when sold in the ordinary one, three, or five-gallon tins or bulk. His argument is that in this way the consumer is assured of a satisfactory quality of oysters—in that the package bears the packer's name and guarantee. They know that the oysters are fresh and that the container is absolutely sterile and clean, inasmuch as they are destroyed when empty.

These containers also eliminate the danger of cut fingers and the ever-present fear of ptomaine poison usually connected with tin can distribution.

Furthermore, the rising cost of tin cans makes this method of distribution rather costly at present.

The Weis Fiber Container Corporation, Monroe, Mich., are selling oyster containers in sizes ranging from four ounces to quart, guaranteeing accurate measure, and a container which may be sealed absolutely air-tight, so that it is leak-proof when once the cap is locked.

These containers withstand icing and even shipping to some distance. They are being used very extensively by the oyster trade in the Middle Western States and also on the West coast.

THE MAGIC STOVE

From the *New York Tribune.*

We have it on the authority of Professor Showerman, in his recent "Country Chronicle" of early Wisconsin, that as far back in the night of time as the Administration of Garfield there were sessions around the stove in the country store.

The chaffing of fourth class postmasters by their guests, now filling the laud in these days of shifting temperatures, is going forward in much the same terms that the professor, as an observant ten-year-old, heard it when Garfield was President, and he records its tone with unflawed precision.

If the weather is cold the storekeeper has fired up at last; if the day is temperate, when is he ever going to? Much of this talk is as fixed as parliamentary practice and could be reduced to systematic statement in a manual.

Yet this is hardly the challenging fact about the stove. It is not of the essence of the matter that out of an eager and nipping air distant neighbors gather together to flex their fingers in the warmth and toast the soles of their boots. It is not the whole story that there is a morning session and then an evening session and that few are members of both; or that a lesser and inferior court sits at other hours of the day.

The significant fact about the stove is that the session surrounds it even when it isn't there. Even when it is stored for the summer, in cellar or attic, the several chairs, ranged below the boxes of shoes, the chairs beside the coffee mill and sugar scales, the stool backed against the pile of overalls, every one of them still faces the spot where the stove used to be. And the occupant of any such seat, with those who snatch a moment to stand, whether near the absent fuel box or leaning back against the counter, all bend their brows gravely toward the vacant site.

What is the stove, then? A symbol, as always. Ugly though it may be, expressionless, empty at times and cold, utterly withdrawn at other times from mortal sight, it yet stands, as by common consent, for the comforting brotherliness that is fundamental in even the dreariest community of men.

WHAT DO YOUR CLOTHES SUGGEST

New England Grocer and Tradesman.

One of the greatest laws in all human nature is the law of suggestion. You are attracted to a passer-by in the street. Instantly your mind associates him with something his clothes suggest — with poverty, wealth, refinement, vulgarity, often even with failure or success, with any of the thousand pursuits, passions or possessions of humanity.

A stranger steps into your office to address you. Click!—the second your eyes are focused upon him your mental camera has snapped an impression. Here, then, is a principle so tremendous that no man can afford to disdain it—whatever his place in life. You may feel that you can live down the inevitable first impression. You may feel that you can succeed despite any belying suggestion your appearance may give. And perhaps you can. But why the self-imposed handicap? Why go the way of the strongest resistance? If you really want to attain and fill the part of success the aims and attributes, the power and prosperity you cherish?

Look over your own equipment as well as your clerks'. Faces, clean, shoes polished, clothing near as circumstances permit and a general air of cheerfulness about them? If so, your store is fortunate, for the store itself will reflect the "man behind" it.

WHY THE MERCHANT SHOULD CONCENTRATE ON TURNOVER

From *Facts and Figures.*

There is no more important factor in a community than the retail grocer, for the reason that the things he sells literally make the community. Lately he has been realizing this fact and becoming more and more alert to meet it and thus materialize his opportunities. But there yet remains a vast amount of "waking up" of retailers to be done, and it seems to us that the logical ones to accomplish it are the wholesale grocers. Certainly no one else should be more keenly interested in the retail grocer's welfare than the jobber; their interests are so intricately mixed that what affects one for good has a beneficial reaction on the other.

For a long time there prevailed among retail grocers an idea that any commodity which did not net a percentage of profit per sale greater than the overhead expense or cost of doing business, was a loss to carry. No consideration was given to the number of times an article turned over. This matter of "turnover" is now recognized as one of the most important considerations in retail merchandising. Concentration on turnover is one of the big secrets of success in retail selling.

But all stock is not equally salable. If it were, the retailer's problems would be simple, and he would need little or no help from men whose greater merchandising experience entitles them to offer expert advice. Nor would we be writing this appeal to these men to give such advice to the retailer. As it is the grocer carries comparatively large stocks and his expenses mount up quickly, due for the most part not to what he sells but to what he does not sell from that stock. Some of his goods turn over only once a year, some once every few months, some as often as once a week. Thus capital is tied up in the stocks that turn slowly, and the retailer must have some pay for its being idle so long.

The live, wide-awake retailers of to-day have been quick to realize the meaning of this factor of merchandising, and they have been quick to develop its potent possibilities, so that they have secured marvelous results.

There remain others who, for one reason or another, have not yet awakened to the necessity of operating their stores on a scientific basis, studying turnover and concentrating on it. They have not yet learned that turnover—even if it had no other advantages, gives them fresh stock and satisfied customers as a consequence. It is time to wake them up and show them the possibilities of the turnover. The jobbers are the ones to wake them and they should lose no time in doing it.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE demand for some lines of canned goods has been distinctly lessened owing to the high costs. Despite the fact that there is a severe shortage on most lines of canned vegetables, it is felt in some quarters that the decreased demand will have a tendency to force prices downwards. In the midst of high-priced food products, rice remains reasonably low-priced. Tapioca is much firmer in price this week. Transportation troubles, lack of cars for railways and shortage of tonnage at sea, are annoying the markets at present and are tending to keep prices at high levels. The action of the Railway Commission this week will undoubtedly help to relieve conditions. The British embargo just placed on salt fish, fish pastes, pickled onions and other lines will mean still further shortages of imported goods already short.

Business in the grocery trade has opened up exceedingly well during the first few days of the New Year. Wholesalers in certain instances speak of the trade as much beyond expectations. They had looked for a rather quiet period during the first few weeks at least. In this their expectations have thus far proved a little out of order.

The wheat market is an uncertain one and this puts flour in the same tone. Sugar held steady in price. There is a firmness in the raw sugar market and this is operating to hold prices at present levels. There are superficial indications that the yield of raw sugar in Cuba may not be quite as large as at first anticipated.

Provisions for the most part have held steady during the week. Live and dressed hogs have made considerable advances. Butter is easier in tone and has been quoted down 1c to 2c per pound. New-laid eggs are reaching the market in larger quantities and the price is down in consequence. Storage eggs, however, are becoming scarcer and the price in these is firm. Live poultry is firmer.

Dried fruits are in quiet market at present, owing to the passing of the holiday demand. Canned Hawaiian pineapple will be 35c per dozen higher this year than last year's quotations. Considerable advances have gone into effect on a number of spice lines. Teas are in a continued firm market, due to the higher prices in London. Coffee is firm and advances are looked for in this commodity. Beans are holding in firm market.

QUEBEC MARKETS

MONTREAL, Jan. 9.—With wheat firmer, and likely to go firmer still, flour is higher this week, and several other lines show advances. Lima beans are higher priced. Tapioca is up, and salt shows some advances. Some lines of provisions are easier a little, and one firm has brought down its compound lard (Fairbanks) by half a cent to level with the rest of the market. Cotton seed oil is, however, scarce and firm, and stocks of oils and tallows are running low. Molasses stocks are also low now. Canned goods are quiet; sugar is also quiescent and easier. Transportation trouble, lack of cars for railways and shortage of tonnage at sea are the overwhelming annoyances of the markets in general at present retarding everything, and helping hold prices high. This week finds announcements of British embargoes on salt fish, fish pastes, cheese, pickled onions, sugar candies, and all vegetables except peas. These embargoes mean still further shortages of imported goods already scarce.

Windsor Salt Has Advanced a Little

SALT.—Several grades of salt have risen in price in Montreal since last report in these columns. Following new prices are out on salt now:—Windsor table salt is about 5c up on each of the following sizes of packages: 120 2½-lb. bags now $3.70; 100 3-lb. bags, $3.55; 60 5-lb. bags, $3.50; 42 7-lb. bags, $3.35; 30 10-lb. bags, $3.25; 15 20-lb. bags, $3.10. Windsor dairy salt is up in varying amounts, according to grade. Ordinary fine is now $2.05 per barrel of 280 lbs.: this is an increase of 10c; "fine" is $2.40 per barrel, an increase of 25c; dairy is $2.65 per barrel, a 20c increase; and cheese salt is $2.85 per barrel, a 25c increase.

Sugar Market Unchanged From Last Week

Montreal

SUGAR.—While raw Cubas show a certain slightly increased firmness this week, the market for refined sugars is still undisturbed as regards price range. No changes have been made in prices since the last decline. It is not expected locally that there will be any further decline, and the outlook as far as can be seen does not contain any indication of immediately forthcoming firmness for refined. Local demand is slightly on the increase at present, with some reasonable cause for expecting a gradual revival of activity in demand, with accompanying conditions of more active market fluctuation from time to time.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 50
Acadia Sugar Refinery, extra granulated	7 40
Wallaceburg sugar	7 40
Special icing, barrels	7 70
Yellow, No. 1	7 10
Powdered, barrels	7 60
Paris lumps, barrels	8 10
Crystal diamonds, barrels	8 10
Assorted tea cubes, boxes	8 10

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Lessened Demand For Canned Goods

Montreal

CANNED GOODS.—A quiet stage has been reached in the canned goods market. For some little time since the upward rush of prices there was anxiety on the part of numbers of retailers to secure stocks in anticipation of a shortage. But now in some opinions there may be a further slight downward tendency in canned goods, for though the shortage decidedly exists, yet demand has been distinctly lessened since the high prices came under public attention. Tomatoes at 20c a can (retail), instead of the old "two for twenty-five," are less popular on the markets, and there has been a reduction in consumption of tomatoes during the reign of high prices for foods. Amongst adjustments of prices of recent occurrence may be noted

the advance in Red Spring salmon, as quoted below. Gallon apples are scarce, and now quote $3.50 factory, and $3.75 to $4 from wholesaler.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Coboes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Evaporated Apples In Firmer Market

Montreal

DRIED FRUITS.—Evaporated apples are in very strong market at present, and higher prices may be looked for from wholesale to retail, in the opinion of large brokers. At present brokers are paying 11½c per lb. for 50-lb. boxes, and 12c for 25-lb. boxes. These prices are close to the prices payable by the retailer for goods from wholesale (in fact, identical in the case of the 25-lb. boxes), so unless wholesalers absorb some of the advance, as they usually do, retailers will be paying rather more than quoted prices. Shortage of crop is the reason for the advance. Apples are selling much higher this year than formerly, and Britain is paying very high prices for them, which meant greater export. Fair stocks of Greek currants are held in New York, according to Montreal agents, but not many more can be expected from Greece, and prices are very firm. First hints of California fig prices for 1917 crop are exceedingly high, but the trees are still only in blossom, and small weight is attached to early price rumors. Portuguese and Spanish figs in 33-lb. tapnets have been arriving for some time at about 7c per lb. to the importer, and only slightly higher to the retailer. A good deal of dried fruit arrived too late for seasonable trade.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 12
Apples, choice winter, 50-lb. boxes	....	0 12
Apricots (old crop)	0 16	0 17
Slabs	....	0 18
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11¼
Peaches, choice	0 10	0 12
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, choicest	....	0 12¼
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Figs—		
Spanisb (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 12

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses Deadlock Still Continuing

Montreal

MOLASSES AND SYRUPS.—As pointed out last week, the situation as regards molasses is not altogether free from complication. Growers in Barbadoes are holding out for a new shipping agreement with their Montreal customers, whereby the customers are to assume war risk and also risk of any additional charges for freight which may be imposed between date of ordering and date of shipment. Buyers in Montreal are holding off from ordering new season's crop on these terms. War risk at time of writing figures out to about 2 or 3 per cent. Growers are putting the prices for new season's crop at 0.58c per gallon, January shipment; 0.55c per gallon, March shipment; and 0.53c per gallon, April and May shipment, buyers to assume extra freight, if any, and war risk. These prices in the opinion of leading Montreal importers are high, the opinion being based on the parity of sugar. The raw sugar market, it is felt, does not warrant the prices asked for new crop molasses. Two firms—one in Montreal, it is said, and one in Halifax—are declared to be doing business on the old basis; the Halifax firm believed to be able to do its own shipping independent of the steamers, and so able to underbid the market. Stocks of molasses in Montreal are very low, and by February 1 will be almost out, according to experienced opinion. Small shipments will be coming in at high prices to carry over until new crop can arrive in any quantity, but the present deadlock is retarding matters. As regards corn syrups, the market keeps very firm, with prices unchanged. Maple syrup is exceedingly scarce, and increased production in the coming season is hoped for.

	Prices for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Perfect seal jars, 3 lbs., 1 doz. in case, case		3 25
2 lb. tins, 2 doz. in case, case		3 25
5 lb. tins, 1 doz. in case, case		3 65
10 lb. tins, ½ doz. in case, case		3 55
20 lb. tins, ¼ doz. in case, case		3 50
Barrels, about 700 lbs.		0 04½
Half barrels, about 350 lbs.		0 04¾
Quarter barrels, about 175 lbs.		0 05
2 gallon wooden pails, 25 lbs. each, per pail		1 70
3 gallon wooden pails, 33½ lbs. each, per pail		2 40
5 gallon wooden pails, 65 lbs. each, per pail		3 70
Lily White—		
2 lb. tins, 2 doz. in case, per case		3 75
5 lb. tins, 1 doz. in case, per case		4 15
10 lb. tins, ½ doz. in case, per case		4 05
20 lb. tins, ¼ doz. in case, per case		4 00

New Crop Grenobles And Bordeaux Shelled

Montreal

NUTS.—Holiday demand for nuts is over, but the market keeps very firm, and wholesalers are pausing to size up things before doing any extensive buying. Some fairly considerable consignments of 1916 crop new Bordeaux shelled walnuts are arriving just now. They will sell at prices as quoted below, or a shade firmer if demand improves. With the shelled walnuts arrive some new Grenobles, which are likely to sell at higher prices to the retailer than those quoted below, for they are costing the importer almost as much. About 19c to 20c per lb. will probably be their value from wholesale to retail trade. Peanuts are a shade higher this week for quality "G"; only a quarter of a cent increase, however; and Spanish No. 1's are easier. All nut stocks in Montreal are reduced now, and replenishing has hardly well begun.

Almonds (Tara), per lb.	0 21	0 22
Almonds (sbelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

Lima Beans Higher Because Very Scarce

Montreal.

BEANS.—Lima beans will be found much firmer this week, as compared with quotations of previous weeks in this column. These are undoubtedly very scarce. One leading wholesaler in Montreal, some of whose friends call him "lucky," some "plucky," while some believe him both lucky and plucky, secured a carload of Limas some little time ago when the market was not particularly promising. He has this week disposed of some of them in separate lots to other jobbers at exceedingly good profits, for these beans are very much in demand. For other beans the market rules as last week, and peas and barley are both very firm priced. More beans may be on the market by March. Canadian beans are still available, but at top prices.

Beans—		
Canadian 3-lb. pickers, per bushel	6 75	7 20
Canadian hand-picked	....	7 50
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 50	3 75
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	....	5 75
Barley, pearl, per bag 98 lbs.	....	6 50

Tapioca Goes Up One Cent A Pound

Montreal

RICE AND TAPIOCA.—In the midst of high-priced foodstuffs rice keeps reasonably low-priced, and wholesalers, while expressing surprise, agree that retailers cannot do better than point the fact out to their customers, and so aid the nation to economize. Tapioca, which has been threatening to increase in price for many a day, as predicted several times recently in CANADIAN GROCER, is this week noticeably firmer, and there is not only a distinct shortage, but a very distinct difficulty looming in the distance. For tapioca has to come from Singapore to Canada via Great Britain, and food conditions in Great Britain might warrant something like the detention of this foodstuff on the other side of the Atlantic. In any case, the shortage of ships is a serious matter for tapioca cargoes, and the price is up a cent a pound.

Rangoon rice, per 100 lbs.		4 30
"Texas" Carolina, per 100 lbs.		7 00
Real Carolina, per 100 lbs.	7 50	8 00
Patna (fancy)		7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	0 10	0 10½

Cocoa Market Shows No Event of Note

Montreal

COCOA.—Cocoa and chocolate are in quiet steady market at present. One of the great principal periods of marketing of the raw product at Amsterdam and London is over, and the next will not arrive for some months. Prices for cocoa have not shown any considerable change for a very considerable time, and are in the opinion of market experts in this line not likely to show much change in the immediate future. Meantime the winter demand keeps continually good, and consumption of cocoa and chocolate is undoubtedly on the increase.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Quiet Steadiness Characterizes Tea

Montreal

TEA.—In the tea market there is not a single note of difference from general conditions as pointed out during the last week of the Old Year and first week of the New. The market is firm, and with freight rates and insurances on the climb, there will be firmer prices for teas probably before there are any slacker markets. But meantime no immediate change in prices is predicted, and with the markets only just recovering normal activity following holidays the general tone is rather towards steadiness at present prices. Local trade is good, and travellers are out in the province again where demand is picking up.

Pekoe Souchongs, per lb.	0 25	0 26
Pekoes, per lb.	0 28	0 30
Orange Pekoes	0 30	0 35

Coffee Market Continues Firm, But Quiet

Montreal—

COFFEE.—There is little of interesting event in the coffee market at present, though consumption of coffee is evidently normal and probably a little on the increase. At present coffee prices even though advanced by a cent a pound owing to the gradual accumulation of firming causes, are really remarkably low, and the recent advance of one cent per pound due largely to cost of packing materials is undoubtedly modest. As a matter of fact the actual advance on material for cans alone is one and a third cents per pound, and there are good and sufficient reasons for a further advance yet on coffees though it is not likely that the step will be taken. Wholesalers are at present carrying a fair share of the burdens incumbent on the selling of coffee, and retailers are having their share also. The consumer at present is getting cheap coffee in the midst of generally high priced commodities.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Montreal

Spices Distinctly in for Firmness

Montreal

SPICES.—In all lines the tone is entirely firm, and the outlook is for greater firmness in the future. Suplies are by no means large, and chances of increasing them are for less certain than in pre-war days. The markets feel the effects of increased war risk rates and higher freights, and all goods arriving from overseas are certainly in for firmer prices. There is a rise in foenugreek this week amongst the seeds and herbs, and mustards look like firmer prices also. Peppers were firm but quiet during the week, with outlook for greater firmness. Cloves are firmer, and in reduced spot stocks. Nntmegs are in limited supply but quiet market. There seems likely to be a scarcity of gingers according to market conditions at present, and prices for these are firm.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 87	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 52	....—0 90	....—0 39
Cream tartar—45 to 50c.			
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	....—0 28	....—1 16	....—0 28
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 45—0 45	....—0 45	....—0 80
Peppers ,black	....—0 30	0 87—0 95	....—0 40
Peppers, white	....—0 37	1 17—1 22	....—0 39
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 18—0 22	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch	....	0 41
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole	....	12-15

Oranges Are Lower Vegetables Higher

Montreal

FRUIT AND VEGETABLES. — All root vegetables advanced by 25 cents a bag this week, and oranges and lemons show somewhat easier prices. These are the main features of the fruit and vegetable market in Montreal at time of writing. The reason for the appearance of a very low priced line of oranges in our quotations for this week is attributed to the arrival of several carloads in frosted condition which have still been marketable for the cheaper trade. Hothouse tomatoes are yet higher in price being now 33 cents a pound. A costlier quality of parsley has reached the market selling at 75 cents a dozen. The 40 cent line is still selling also. Cabbage has gone up 50 cents a barrel. There has been no advance in onions, and apples keep priced as they have been for some time with steady but not active demand experienced.

Oranges, Navels, per box	1 60	3 00
Oranges Floridas)	....	3 00
Lemons	2 60	3 50
	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	....
Fameuse, per bbl.	7 00	....
Spies	6 50	6 00
Baldwins	5 00	4 50
Kings	5 00	4 50

Brussels Sprouts (quarts)	0 15	0 20
Cauliflower, per doz. bunches	....	2 50
Celery (California) crate	....	8 50
Onions, red, per bag (75 lbs.)	....	2 75
Onions, Spanish, per crate	....	6 00
Potatoes, per bag (80 lbs.)	1 90	2 00
Carrots, per bag	....	1 00
Beets, per bag	....	1 25
Parsnips	....	1 25
Lettuce, Head, doz	....	1 25
Lettuce, Curly, (boxes ¾ doz.)	....	2 50
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	2 00
Tomatoes, hothouse, lb.	....	0 25
Horse Radish, per lb.	....	0 33
Cabbage, (barrel)	....	4 00
Cranberries (Cape Cod), barrel	10 00	11 00
Beans, U.S. wax, basket	....	4 00
Beans, U.S. green, basket	....	3 50
Leeks, per doz. bunches	1 50	2 00
Parsley, doz.	0 40	0 75
Mint, doz.	....	0 50
Watercress, doz.	....	0 50

Lobsters Lower: Pickled Salmon Up

Montreal

FISH.—Fish prices continue very high, and on account of this it may be. demand has been rather lighter than usual, and the markets quiet. In all lines of fresh fish which are available at all at this season prices rule firm. Fresh haddock are coming in, in fair supply but at very high prices as compared with former experience. Halibut is scarce and high priced at the Pacific Coast ports. The holiday demand for oysters and lobsters is over and request

for these lines has reverted to normal. Lobster prices are rather lower this week having gone back to 40 cents per lb. Oysters are at prices as last week. One important line of pickled fish—Labrador Salmon, has advanced by $2.00 per barrel, the price being now $20.00 per barrel.

SMOKED FISH		
Haddies	0 11	0 12
Haddies, fillet	....	0 15
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		8 50
Salmon (Labradmor), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		16 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 00
Codfisb (Boneless), Blocks "Ivory" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 40
Prawns, Imperial gal.		2 50
Sbrimps, Imperial gal.		2 50
Scallops		3 00
FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.		8
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 10	0 11
Percb	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts	0 10	0 15
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00
FRESH FISH.		
Haddock	0 08	0 09
Steak Cod	0 09	0 10
Market Cod	0 07	0 08
Carp	0 10	0 11

ONTARIO MARKETS

TORONTO, Jan. 11.—Business has opened up exceptionally well in the grocery trade at the beginning of the New Year. Wholesalers assert that it is astonishing to note the swing with which orders came in during the first few days. The week has witnessed some declines, with a number of advances. Flour went still higher and in small lots for the Manitoba brand again stretched over the $10 mark. Ontario winter wheat flour also went higher during the week by 20c per barrel. Sugar is holding steady but the demand is quiet. Wholesalers are evidently waiting for stronger evidence that the turn off the market has come. In the meantime business in this commodity is on a hand-to-mouth basis. Butter and eggs registered declines during the week. Cheese, however, held in firm tone. Graham flour, whole wheat flour and wheatlets went higher in sympathy with the advance in flour. Live poultry is in little better demand by the commission men and they have consequently been offering slightly higher prices. Molasses is in firm market with a better demand noticeable. Certain mustards, flavoring extracts and jams have increased in price during the week. In canned fruits Hawaiian pineapple will be higher. Spices have gone up in price in a number of instances. Tea is also firm in price due to the higher prices on the London market. Advances in coffee are expected in the near future.

Sugar Holds Steady: Raws Are Again Up

Toronto

SUGAR.—Raw sugar during the week in New York advanced twelve points from 5.27c per pound, duty paid, to 5.39c per pound. Refined sugar in the New York market held steady. The Canadian market in the face of the firm postion of raws held steady during the week. Harvesting of the new cane crop in Cuba is well under way. There are now 90 centrals grinding on the Island at last report as compared with 123 last year. Preliminary reports assert the crop might not be quite as large on the Island as at first expected. Heavy rains during the growing season are stated to have caused the canes to become watery through rapid growth with a consequent lower sugar content. There have been no definite statements as to this condition as yet and they are awaited with interest. From the position of raws at the present time there is no indication of a further downward movement in Canadian refined. Business in sugar is quiet at the present time, being of a hand-to-mouth nature. There is a slight improvement noticeable, however.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 58
Acadia Sugar Refinery, extra granulated	7 48
Dominion Sugar Refinery, extra granulated	7 48
Yellow, No. 1	7 18
Special icing, barrels	7 78
Powdered, barrels	7 68
Paris lumps, barrels	8 18
Assorted tea cubes, boxes	8 18

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated.

Mustard, Flavoring Extract and Jam Up

MUSTARD, EXTRACTS, JAM.—Several manufacturers of flavoring extracts have increased the price of their 2-ounce size of extracts which now makes the selling price 85c per dozen as compared with 75c formerly. Jell-o has also increased in price from 90c to 95c. Jelly powders are all firm in price. Beasley jams in No. 2's have increased in price 20c per dozen. This advance has been occasioned, it is stated, through the considerably higher price that it has been necessary to pay for tins. Other jam lists have also been increased. No. 2's have advanced from $2.75 to $3 per dozen for the pure fruit and apple jams, while 4's have been increased 5c per tin and are now selling at 50c. No. 5's are quoted at 63c per tin as compared with 56c formerly. Thirty-pound pails have advanced from 10½c per pound formerly to 11½c per pound at the present time. Baking powders in the Loyal Canadian brand have been advanced quite generally. The 8-oz. size has been increased from 80c to 95c per dozen, the 12-oz. from $1.10 to $1.25, the 16-oz. from $1.30 to $1.50 and the 5-lb. tins from $6 to $6.75 per dozen. Queen's Favorite baking powder in 1-lb. tins is now selling at $1.35 as compared with $1.20 formerly while the 5-lb. tins are quoted at $6.25 as compared with $5.50. White Swan French mustard in the 8-oz. size has been increased 5c per dozen to 95c.

Molasses Production Started in Barbadoes

Toronto

MOLASSES AND SYRUPS.—The molasses campaign is now on in the Barbadoes which is earlier than usual. February being about the time that production gets under way. Reports from that quarter state that it is anticipated the greater part of the cane crop will be turned into sugar rather than into molasses owing to the high price of sugar. Recent quotations on that commomdimty would indicate that no lower prices can be expected. New Orleans molasses is also in a firm position. Locally there has been a better demand. Syrups are holding in steady market.

Corn Syrups—		
Barrels, per lb.		0 04½
Cases, 2-lb. tins, 2 doz. in case		3 25
Cases, 5-lb. tins, 1 doz. in case		3 65
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, lb., 5¼c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, gal.	0 42	0 44
New Orleans, gal.	0 42	0 44

Hawaiian Pineapple Has Advanced 35 Cents

Toronto

CANNED GOODS.—The winter pack of Hawaiian canned pineapple has opened 35c per dozen higher than they were quoted to the importer last year. This will mean that the price will be at least this much in advance on the 2-lb. talls of this fruit. There has been a scarcity in the crop of pineapples in Hawaii, the decrease being in the neighborhood of one million cases. Canned goods of other descriptions held steady during the week. Demand is not heavy. Salmon is going into consumption in fairly good quantities for the brands that are obtainable. Demand for tomatoes is small at present and the market is dull.

Comparatively light stocks in these goods is operating to hold the market steady, otherwise lower prices could be looked for. It would not come as a surprise if some of the dealers would get tired holding for present quotations and decide to clear out at lower prices.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 80
Pinks, ½-lb. tins	....	1 00
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 00
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Corn, 2's, doz.	1 50	1 60
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 75	1 80

Spanish Table Figs Will Soon be in Market

Toronto

DRIED FRUITS.—It is expected some Spanish table figs will be in the market in the near future. These are the first of this variety to be brought forward. The common cooking figs from Spain have been in the market heretofore but the table variety have not been sampled as yet. Further shipments of Australian currants are also on the way. These goods have found a good market this season, the present being the first season they have been sold in this market. Prunes are in firm market, particularly at the Coast. Locally they are not in very heavy supply. A few of the Muscatel seeded and seedless raisins offered by the California Raisin Association during the latter part of December have found their way into wholesalers' hands. Shipments of dried fruits from California and the Coast have been held up in many instances. The market for dried fruits of all kinds is quiet following the holiday demand.

Apples, evaporated, per lb.	0 11½	0 12
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 28
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	....	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	3 10	3 20
Dromedary dates, 3 doz. in case	....	3 85
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 06¼	0 07½
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25's, faced	0 13	0 14½
40-50s, per lb., 25's, faced	0 12½	0 13¼
50-60s, per lb., 25's, faced	0 12	0 12½
60-70s, per lb., 25's, faced	0 11½	0 12
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
Valencia, Cal.	....	0 10½
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 15	0 16

Cassia, Pickling Spice, Peppers and Carraway Up

Toronto

SPICES.—As intimated in CANADIAN GROCER for some weeks past there has been a revision upward in many lines of spices. Cassia is now quoted at 35c per pound as compared with 32c formerly. Pickling spice is now quoted at 25c, an advance of 3c per pound. White pepper is quoted up to 42c, an advance of 2c per pound, while black pepper has been advanced to 35c per pound, representing an advance of 3c. Mustard seed has advanced in price 2c per pound and is now quoted at 30c. Coriander seed has also been increased 2c per pound to 25c. The biggest increase has been in carraway seed where the price has been increased from the former one of 50c to 57c and is now quoted at 75c per pound. All package spices have been marked upward quite generally from 5 per cent. to 10 per cent. on account of the increased cost of cans.

	Per lb.	
Allspice	....	0 18
Cassia	....	0 35
Cinnamon	....	0 50
Cayenne	....	0 35
Cloves	0 35	0 50
Ginger	0 30	0 35
Mace	0 90	1 25
Pastry	....	0 30
Pickling spice	....	0 25
Peppers, white	....	0 42
Pepper, black	....	0 35
Nutmegs, selects, whole	0 40	0 60
Mustard seed, whole	....	0 30
Celery seed, whole	0 40	0 45
Coriander, whole	....	0 25
Carraway seed, whole	....	0 75
Cream of Tartar—		
French, pure	0 48	0 50
American high test	0 52	0 55

Teas Have Advanced Another Half Cent

Toronto

TEAS.—Advices from London were received by local tea merchants to the effect that Indian teas in all grades had advanced one-half cent per pound. Last week there was recorded also an advance of ½c per pound in both Indians and Ceylons. There is a continued firmness in the market due to the freight situation and to high insurance rates. Supplies for requirements are comparatively small. The demand has been good and all things considered tea is in a very strong market. Cable advices state the tea auctions at Colombo and Calcutta have been closed through disorganization. Details have not yet been received and are awaited with interest.

	Per lb.	
Pekoe Souchongs	0 25	0 27
Pekoes	0 28	0 30
Orange Pekoes	0 30	0 34
Broken Pekoes	0 32	0 35
Broken Orange Pekoes	0 34	0 38

These prices do not indicate the wide range in the values. They are for good medium grades, and meant to give some indication of price movements.

Advances in Coffee Are Expected Soon

Toronto

COFFEE.—Local wholesalers anticipate that an advance in coffee will be necessary in the near future owing to the condition of the primary markets. This is pointed to as a condition that is very likely to come about even if the war does not end. Freights are higher at the present time than they were six months ago while coffee has remained quite stationary in price for months past. One firm intimated there was a strong probability they would advance their prices quite generally 1c per pound in the near future. Demand for coffee continues fairly good. In the tin coffees prices hold firm at the advance of 1c per pound recorded in CANADIAN GROCER last week in Seal brand.

Bogotas, lb.	0 27	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Mocha, lb.	0 33	0 36
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Shelled Walnuts In Very Firm Market

Toronto

NUTS.—There is a firmness in the market for shelled walnuts due largely to the fact that importers have not been able to get their supplies through from France. There has been a consequent advance of 2c per pound and are now quoted up to 48c to 50c per pound. Most nut lines are quiet at the present time. Stocks were pretty well cleaned up for the holiday trade and not many additional cargoes are coming forward for distribution. Demand, however, at this season of the year is light.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 22
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18½	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	7 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Rice Market Held Steady During Week

Toronto

RICE AND TAPIOCA.—There is a continued steadiness in the rice market, with Japans and Siams in a firm tone due to the possibility of higher freight rates. There is also a shortage in Japan rices this year as compared with last year. Southern rices also continue in a firm market. The demand for all rices continues good. Some stocks of Singapore tapioca are on the way and are due to arrive in the near future. There is little improvement in the situation respecting tapioca supplies.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 09½	0 10½

Small Lots of Ontario Beans Being Offered

Toronto

BEANS.—Wholesalers report there has been a disposition for farmers to offer small lots of Ontario white beans at outside points with the price named from $6 to $6.40 per bushel. It is presumed there are no large stocks of beans still being held. Some of the principal bean countries at any rate in Ontario have been pretty well sold out. The market for beans has held steady and firm during the week. Lima beans are quoted as low as 10c in certain instances. There has been a hold-up in shipments of these at American points in their transit from California and some dealers have been ready to sell at slightly easier prices when the beans arrived.

Ontario, 1-lb. to 2-lb. pickers, bush	6 50	7 00
Rangoon, per bushel	5 90	6 00
Japanese, per bushel	....	6 00
Limas, per pound	0 10	0 11

Package Cereals Are Holding in Firm Market

Toronto

PACKAGES.—There is a steadiness, together with a firmness in the market for package cereals. A representative of the Shredded Wheat Company has stated that his company has supplies of grain sufficient to see them through year 1917 and that at a recent convention of the company officials at Niagara Falls, it was decided not to rise the price of their product. The representative stated with positiveness that the price would certainly remain where it is until at least August of this year. Starch products are all in firm market owing to the difficulty of getting supplies of corn from the United States. An embargo has been in effect on this commodity and this has curtailed supplies. However, the winter season is not the big consuming season. Prices remain unchanged.

Cornflakes, per case	2 50	2 95
Rolled oats, round, case	4 00	4 50
Rolled oats, square case	4 75	4 85
Shredded wheat, case		3 60
Cornstarch, No. 1, pound cartons		0 08½
No. 2, pound cartons		0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Frozen Lake Trout And Steak Cod Are Up

Toronto

FISH AND OYSTERS.—There has been a scarcity of fancy steak cod during the week and in consequence prices have advanced 1c per pound. Lake trout is also firmer in price by a half cent, the selling price now being 13c per pound. Ciscoes have also advanced 1c per pound and are now selling at 14c. Reports from the Eastern provinces state the fishermen in certain instances have made good clean-ups during the year. In the case of the sardine fishermen it is stated some of the weirmen have cleared as high as $10,000 to $18,000 during the season. Others, however, of these fishermen have done little more than meet expenses. The recent decision of the British War office to use a fish diet twice a week for British soldiers in England will no doubt have the effect of putting a firmness in the market for nearly all fish products.

SMOKED FISH.		
Ciscoes, per lb.	....	0 14
Haddies, per lb., new cured	....	0 12
Haddies, fillets, per lb.	0 13	0 14
Kippered herring, per box	....	1 60
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
PICKLED AND DRIED FISH.		
Labrador herring, keg	....	4 00
Labrador herring, barrel	....	7 75
Salt mackerel, kits	....	2 25
Quail on toast, lb.	....	0 09½
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 15	0 15½
Cohoe salmon (red), frozen	0 13½	0 14
Qualla salmon (pink), frozen	0 08	0 09
Haddock, fancy, express, lb.	0 08	0 09
Steak cod, fancy, express, lb.	0 10	0 11
Flounders, Maritimes		0 09
New York		0 10
Mackerel, frozen, lb.	....	0 10
FRESH LAKE FISH.		
Pike, lb.	0 07	0 07½
Whitefish, lb., frozen	0 11½	0 12
Herrings, frozen, Lake Superior	....	0 04
Lake trout, frozen, lb.	0 12	0 12½
Smelts, No. 1, lb.	....	0 12½
Oysters—		
Standards, gal.	1 80	2 30
Selects, gal.	2 50	2 65
Shell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20
Winkles, per bag	....	1 75

Messina Lemons Are Easier; Oranges Firm

Toronto

FRUIT.—Messina lemons are quoted easier in price by 25c, the range now being from $3.50 to $3.75 a case. California lemons on the other hand are quoted $4 to $4.50 per case. California navel oranges are firmer and are quoted up to $3.25 per case, which represents an advance of 25c for the best grades. Jamaica oranges are off the market. American apples are slightly lower in price, being quoted the same as the British Columbia boxed apples at $2.25 to $2.50. Strawberries are down in price, being quoted from 50c to 65c per quart. This represents a decline of 25c. Bananas are quoted from $2 to $2.50 per bunch. Fruit supplies are not heavy at this time of the year except in the citrus fruits.

Apples—		
Barrel	3 25	6 00
Spys, No. 1	6 00	7 00
Spys, No. 2	....	5 50
Boxes, American	2 25	2 50
Boxes, B.C.	2 25	2 50
Bananas, bunch	2 00	2 50
Cranberries, bbl.	....	11 00
Boxes, 28-qt.	....	4 00
Oranges—		
Floridas, case	....	3 25
Cal. Navels	2 50	3 25
Mexican, case	....	2 75
Tangerines, Florida, case	....	2 75
Tangerines, Florida, small case	....	1 00
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 50	4 00
Grapefruit, Jamaica, case	....	3 00
Grapefruit, Cuban, case	....	3 00
Porto Rican, case	....	3 00
Lemons, Cal., case	4 00	4 50
Messinas, case	3 50	3 75
Pineapples, Porto Rican	4 50	5 00
Cuban, case	4 00	4 25
Strawberries, 1-qt.	0 50	0 65

Potatoes Are Higher; Cabbage Very Scarce

Toronto

VEGETABLES. — New Brunswick potatoes are quoted 10c per bag higher and are now selling at $2.35. California artichokes are quoted 25c per dozen lower in price. Ontario potatoes are also firmer by 10c per bag. Cabbage is scarce and high priced. About the only kind available at present is some American which would have to sell around $4.50 per barrel. Wholesalers are not bringing it in on account of high price and as a consequence the market is about bare of cabbage. California celery is higher by 50c per case. British Columbia onions are 50c down, while green bunch onions are quoted up 15c per dozen. Parsnips are firmer selling at $1.60 to $1.75 per bag as compared with $1.50 last week.

Artichokes, Cal. French, doz.	....	1 00
Beans, green string, hamper	....	6 50
Beets, bag	1 35	1 60
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 25	2 50
Cauliflower, Cal., 12 in box	....	2 00
Carrots, bag	....	1 40
Basket, 11-qt.	0 35	0 40
New, hamper	....	1 50
Celery, Canadian, case	....	5 00
California, case	....	7 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Florida head lettuce, hamper	....	3 00
Mushrooms, 4 lbs.	2 00	2 25
Onions—		
Spanish, crate 120 lbs.	5 25	5 50
Spanish, half cases	....	2 75
Spanish, small crate	....	1 75
B.C. onions, 100-lb. sack	....	3 50
Green, per bunch	0 50	0 65
Potatoes—		
N. Brunswick, Delawares, 90-lb. sacks	....	2 35
Sweet, New Jersey, hamper	2 15	2 25
Ontario, 90-lb. bags	2 15	2 25
B.C., 90-lb.	....	2 10
Parsnips, bag	....	1 60
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	....	0 75
Turnips, yellow	0 75	0 85

MANITOBA MARKETS

WINNIPEG, Jan. 10.—There is quietness in the market, both for the broker and the jobber. Most people are busy closing up their books for the year, and things will not resume normal until the second half of the month. The tendency for most products is upward still, the most important exception being sugar, which is still weak. Flour took another jump of 30c last week, and one miller advanced rolled oats in 80's to $3.20; it was expected that the others would follow. Flour business is quiet. Feeds hold firm, bran bringing $28, and shorts and middlings $30.

The following are some of the new prices announced this week: Robertson's marmalade—1's, $2.40 per doz.; 2's, $4.40 per doz. Fard dates are now $2 per box. Osprey sardines are now $8.50 per case of 100 ¼'s; Holbrook's Worcester sauce has jumped to $2.25 per doz.

All Campbell's soups have advanced to $1.50 per doz.

All goods in tin containers are liable to advance on account of the high price and difficulty securing containers. Dealers may wonder why there has been such an advance in some makes of jam in 4-lb. cans; the chief reason is the high cost of cans, which are up about two cents each. The same applies to molasses in tins, and everything else.

Sugar Still Inclines Towards Weakness

Winnipeg

SUGAR.—The B. C. Sugar Refinery have re-arranged their quotations, and the trade should take note of the new differential below. The price of $8.20 for standard granulated still holds good. The raw market is inclined to be weak, and this will result in hand-to-mouth buying. Stocks in country stores must be getting rather low.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 20
Extra ground or icing, boxes	9 05
Extra ground or icing, bbls.	8 75
Powdered, boxes	8 85
Powdered, bbls.	8 65
Hard lump (100-lb. case)	9 15
Montreal yellow, bags	7 80
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 25
Halves, 90 lbs., per cwt.	8 35
Bales, 20 lbs., per cwt.	8 35
Powdered, 50s	8 90
Powdered, 25s	9 15
Icing, barrels	8 90
Icing, 50s	9 10
Cut loaf, barrels	9 10
Cut loaf, 50s	9 30
Cut loaf, 25s	9 55
Sugar, British Columbia—	
Extra granulated sugar	8 20
Bar sugar, bbls.	8 25
Bar sugar, boxes, 25s	8 65
Icing sugar, bbls.	8 35
Icing sugar, boxes, 50s	8 55
H. P. lumps, 00-lb. cases	9 05
H. P. lumps, 25-lb. boxes	9 30
Yellow, in bags	7 75

Molasses in Demand Syrup Prices Unchanged

Winnipeg

SYRUPS.—There is no change in cane or corn prices, nor is there expected to be any for some time, as brokers claim that present prices were named when sugar was on a lower basis, and the sugar market will have to go considerably lower before a decline may be expected. Representatives of New Orleans molasses houses report the withdrawal of prices, and little disposition of American houses to do business on account of the high prices prevailing. They claim to have all the business they can handle. Canners of Barbadoes molasses report no advance, but draw attention to the high price of containers, which are very hard to procure.

Evaporated Apples Advance in Price

Winnipeg

DRIED FRUITS.—The day of 8½c evaporated apples is gone; old pack is pretty well cleaned up, and as the cost to the jobber in car lots is now 11⅞c, there will be higher prices on this commodity. Jobbers are buying freely. Everything in California is firm.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	....	0 11⅞
Apricots—		
Choice	....	0 20
Choice, 10's	....	0 20¾
Peaches—		
Choice, 25-lb. boxes	....	0 10
Choice, 10-lb. boxes	....	0 10¾
Currants—		
Fresh cleaned, Australian, lb.	....	0 19
Amalias, Greek, wet cleaned	0 18	0 18½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	2 00
Raisins, California—		
16 oz. fancy, seeded	....	0 11½
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 08¼
40 to 50, 25s	....	0 11½
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

Jobbers Advance Quotations on Beans

Winnipeg

DRIED VEGETABLES.—It was expected that white beans would go up sooner or later. Jobbers are putting their quotations now more in accord with prices in the primary market. There will be very few more Japanese beans sold for $5. A local jobber who was selling a week ago at $5.10 is now asking $5.50. The price will be $6.00 before long unless the market in Japan eases off. Local brokers are doing a good business with Eastern houses in Oriental beans. Split peas are still very firm, but it is doubtful if they will go higher than $7 per sack.

Beans—		
Japanese, white beans, bushel	5 50	5 75
Manchurian, busbel	4 25	4 65
California Lima Beans—		
80-lb. sacks	0 09½	0 09¾
Barley—		
Pot, per sack, 98 lbs.	4 40	4 70
Pearl, per sack, 98 lbs.	6 00	6 60
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	....	4 00

SPICES.—New prices have gone into effect on Gillett's cream of tartar—¼'s in packets, $1.95 per doz.; ½'s, $3.80; ½-lb. tins, $4.65; 5-lb. tins, 67½c lb.; 10-lb. tons, 62c; 25-lb. pails, 62c; 100-lb. kegs, 57½c.

COFFEE.—The market on all lines of green coffee is reported a little firmer.

SALT.—The Canadian Salt Co. announced advances this week, which was expected on account of labor troubles and other factors tending to make the cost of production higher. The advances are as follows: Table, 30c bbl.; common fine, 20c; common coarse, 20c; duck salt, 50's, 1c; jute salt, 50's, 2c; rock and ice cream salt, 2c. New prices are as follows on basis ex warehouse Winnipeg: Table salt, bbls., 11 bags, $4; table, 60 bags, $3.95; common fine bbls., $2.40; duck salt, 50's, 62c sack; jute salt, 50's, 48c.

CANNED GOODS.—There is not likely to be any development for the next two weeks until the canners have taken stock of what they have.

Oranges and Lemons Are Good Sellers

Winnipeg

FRUIT AND VEGETABLES. — Prices vary considerably on oranges and lemons, which are the most important lines on the market; they are the best sellers, with apples. Some are selling navels at $3.50 per case, and some at $3.75, Floridas are bringing $3.00. Japanese oranges are off the market, so are Emperor grapes. There has been a decline in strawberries, which can now be procured for 60c per box. Sweet potatoes are quoted $5.00 per hamper and 6c per lb. Prices on various houses differ as regards cauliflowers, the range running from $4.00 to $4.50 per case. Head lettuce prices vary from $3.50 to $4.50. California stuff is coming in slowly on acount of rains there, and the market on vegetables is very firm. Lemons are selling at $5.00-$5.50.

Artichokes, doz.	....	1 50
Manitoba potatoes, 10-bushel lots	....	1 00
Manitoba potatoes, carlots, bush., f.o.b. Winnipeg	....	0 90
Celery, Cal., doz.	....	1 50
Carrots, busbel	....	0 75
Turnips, bushel	....	0 60
Onions, per cwt.	....	3 50
Cabbage, per cwt.	....	2 00
Cauliflower, Cal., crate	4 00	4 50
Head lettuce, Cal., crate	3 50	4 50
Imported mushrooms	....	0 90
Sweet potatoes, hamper	....	5 00
Fruits—		
Oranges, navels, case	3 50	3 75
Oranges, Florida, box	....	3 00
Lemons	....	5 00
Grape fruit	....	4 50
Malaga grpaes, kegs	7 00	10 50
Ontario Greenings	....	5 50
Ontario apples, No. 2	5 50	6 00
Ontario apples, No. 3	....	4 50
Jonathans, Washington, box	1 75	2 25
Wine Saps, box	....	2 00
Rome Beauties, box	....	2 00
B.C. McIntosb Reds, No. 1	....	2 25
Cranberries, bbls.	....	11 00
Melons, Casaba, each	....	0 40
Pears, Winter Nellis, box	....	4 00
Pears, D'Anjou, box	....	4 50
Strawberries, box	....	0 60

Frozen Fish Late Finnan Haddie 13½c

Winnipeg

FISH AND POULTRY.—Fresh lake trout finished this week. Smoked gold eyes are off the market, and may be for some time yet. Finnan Hadie, which is very scarce, can be bought for 13½c frozen Atlantic fish has not arrived yet, but the fish trade are living in hopes. This fish usually arrived in December. Salt herring is being quoted $5.50 per bbl., and $1.50 for 20 lb. pails. Poultry is very quiet this week, as there is little coming in.

Oysters, Imperial gallon	3 00
Whitefish	0 09
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Jan. 10.—Flour prices locally are very unsettled. Robin Hood is $4.95 sack; Purity, Quaker, Royal Household and Five Roses are quoted at $4.85 sack. Sugar is weaker and is quoted on a basis of $8.75. Butter has advanced 2c lb. and is quoted at 47c. Crisco has advanced to $7.70 case. Evaporated apples are quoted at 12c..

EDMONTON:

Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s, basis	....	3 70
Rice, Siam, lb.	....	0 04½
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	....	8 75
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 47
Lard, pure, 3s, per case	....	13 20
Bacon, smoked backs, lb.	....	0 25
Bacon, smoked sides, lb.	....	0 26½
Eggs, No. 1	....	0 42
Eggs, storage, case	....	11 50
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 50
Raspberries, 2s, Ontario, case	....	5 60
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case	....	13 50
Salmon, pink, talls, case	....	5 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Jan. 10.—There is now a new spread between hundreds and bales of sugar. Bales are now quoted fifteen cents higher than hundreds as against ten cents previously. Rolled oats eighties, are quoted at three forty. Salt has advanced from ten to thirty cents a barrel. Campbells soups, Red Rose tea, asparagus, domestic sardines, are some of the lines which have made small advances this week. Ashcroft white beans are offered at nine cents. All prunes from forty-fifties to eighty-nineties, advanced half cent. It looks if canned corn is to be cheaper a cut of forty cents case being offered by some houses.

CALGARY:

Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s	....	4 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 40
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 75
Cheese, No. 1 Ontario, large	....	0 26¼
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	13 20
Bacon, smoked backs, lb.	....	0 25
Bacon, smoked sides, lb.	....	0 26
Eggs, new-laid, doz.	....	0 45
Eggs, storage, case	9 75	10 50
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a,cse	5 00	5 50

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Jan. 10.—Wholesalers state business is picking up nicely after the slump following Christmas trade. Very few market changes are reported this week. The fruit and vegetable market is very quiet. The only advance in any commodity reported within the past few days is a jump of ten cents per barrel in flour bringing the price up to $10.00 for number one patents 98 S. Cotaline is down one half cent quotation being 18 and 18¼. Dried fruits are a shade lower the produce market remains firm the same quotations as last week.

REGINA—

Beans, small white Japan, bush.	....	5 10
Flour, No. 1 patents, 98s, per bbl.	....	10 00
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 70
Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 08¾
Sugar, pure cane, granulated, cwt.	....	8 44
Cheese, No. 1, Ontario, large	....	0 27
Butter, creamery, lb.	....	0 45
Lard, pure, 3s, per case	....	13 50
Bacon, smoked backs, lb.	....	0 28
Bacon, smoked sides, lb.	....	0 30
Eggs, new-laid	....	0 60
Eggs, storage, No. 2	....	0 40
Tomatoes, 3s, standard, case	....	4 35
Corn, 2s, standard, case	....	3 55
Peas, 2s, standard, case	....	2 85
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 25
Peaches, 2s, Ontario, case	....	3 95
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall, case	6 60	6 75
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid	....	0 50
Eggs, storage	0 40	0 42

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 10.—The markets have been quiet during the past week. There has been a net advance of 50c in Manitoba flour, making the price $10.90 per barrel. Potatoes have advanced to $3.75. Dealers here expect further advances in potato prices.

Fish prices in St. John are higher today than at any time in the recollection of dealers. The situation is said to be due partly to the fact that the Upper Nova Scotian catches and those near the entrance to St. Lawrence are being put in cold storage. This is being done under Government supervision to ensure steady shipments to Great Britain, not only as supplies for the Canadian soldiers overseas, but also for the benefit of the English market, which is feeling the reduction of the North Sea fisheries.

During the week haddies have jumped from 10c to 12c a pound, wholesale. Gaspereaux are now on the market, but are commanding 10c each, wholesale; while later they will be bought at 50c a hundred. Pickled herring are $4 per half-barrel; mackerel from 18c to 25c each, wholesale; frozen salmon, 20c, and frozen shad, 10c a pound. Smelts are coming in at 12c a pound to the dealer.

The high price of fish has made the St. John harbor fishery lots exceptionally valuable, and the returns to the city from the sale this week is a record-breaking figure. A total of $8,314.50 was received, while last year the total was only $5,251, and that was greatly in excess of recent years' returns.

Lobster fisheries in the Bay of Fundy received a serious set-back when thousands of dollars worth of traps and gear was destroyed in the last big gale, 800 traps being destroyed on the back of Campobello Island alone. The total loss to the fishmen is estimated by the Government inspector at about 50 per cent. of their entire investment. The lobsters had been of average size and numbers, but bad weather has prevented successful fishing, with consequent adverse effect on the supply for the market.

There has been a big fall run of winter herring at Grand Manan this season, and this has helped supply the shortage in fish supplies.

ST. JOHN, N.B.:

Flour, No. 1 uatents, bbls., Manitoba..	....	10 90
Ontario	....	9 95
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 50
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 62	0 63
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00
Beans, yellow-eyed	....	7 00
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 10	0 11
Sugar—		
Standard granulated, cwt.	7 65	7 70
United Empire	7 55	7 60
Bright yellow	7 45	7 50
No. 1 yellow	7 25	7 30
Paris lumps	9 00	9 25
Cheese, N.B., twins	0 25	0 25½
Eggs, new laid	0 50	0 60
Eggs, case	0 40	0 50
Roll bacon	....	0 26
Breakfast bacon	0 26	0 30
Butter, dairy, per lb.	0 40	0 45
Lard, pure, lb.	0 22¼	0 22½
Lard, compound	0 18	0 18¾

(Continued on page 40)

FLOUR AND CEREALS

Flour Market Firm Feeds Very Firm

Montreal

FLOUR AND FEEDS.—The market for flour is firmer again this week, and the outlook steadily towards greater firmness. Business is not particularly brisk just at present in flour, and will be quiet in Quebec Province as usual until after the 15th of the month when holidays are really over for good and all until Spring arrives. Smaller orders are however being handled quite sufficiently to keep the markets alive, and there is satisfaction generally in the situation. Only the question of transportation of wheat etc. from the North West grows worse, and the proposals to reduce passenger traffic until foodstuffs get railway room is regarded favorably by merchants. Feeds are tremendously high, and at a big premium if available on spot. Oats for instance are worth five cents a bushel more in Montreal than in Winnipeg, and buyers are very doubtful when ordering future deliveries.

Some deliveries "guaranteed" for early in December are still far from through to Montreal. Oats, bran, corn and shorts are all held up by embargoes and shortage of cars at Detroit and Winnipeg. The situation as to feeds is such that now no straight car of feeds can be obtained short of a heavy premium, and not less than 100 bags of flour to a car with not more than 200 bags of feed is the most recent regulation issued by one large milling firm.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 00	10 20
Second patents	9 50	9 70
Strong bakers	9 30	9 50
Winter Wheat Flour—		
Fancy patents	9 75	10 00
90 per cent., in wood	9 00	9 50
90 per cent., in bags	4 25	4 35
Bran, per ton	32 00	33 00
Shorts	35 00	37 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel	....	0 73

CEREALS FIRMER PACKAGE GOODS UP.

Montreal

CEREALS.—The market for cereals in similar tone with the wheat and flour market is very firm at present. As noted in Toronto markets report in CANADIAN GROCER last week Tillson's Rolled Oats are now at $4.75 a case an advance of 25 cents. Another important package oats is rumored likely to advance also before long. All lines included under cereal quotations are inclined to greater firmness at present, and all are in demand, especially package cereals.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	5 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 30
Cornmeal, yellow, 98 lbs.	....	3 40
Graham flour, 98 lbs.	....	4 75
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 25
Oatmeal, granulated, 98 lbs.	....	4 25
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	....	3 95
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 75
Wheatlets, 98 lbs.	....	5 00

Flour Is Now Up To $9.90 Barrel

With Wheat in an Uncertain Market, Future of Flour is Difficult to Make Out

Toronto

FLOUR.—As stated in CANADIAN GROCER last week, the position of flour in the face of the wheat market was a strong one. A further advance of 20c per barrel was made effective on Thursday of last week, which at the time of writing makes the selling price of Manitoba first patents $9.90 in car lots and $10.10 in small lots. There was a fluctuating market in wheat during the week. On Wednesday of last week cash wheat at Winnipeg closed at $1.83⅞, and on Thursday declined ½c. Friday it dropped still lower by 3⅝c per bushel, when the selling price was $1.79¾. Saturday there was a rally and it went up 4⅛c to $1.83⅞. On Monday there was still greater firmness, and an advance of 5⅞c was recorded, at which the high point for the week was reached at $1.89¾. On Tuesday there was a slight slump again to $1.85⅜. These movements of the grain are sufficient to indicate the flightiness of the wheat market. Under such a condition millers hardly know where they are at from day to day. It is a very uncertain market. Under such conditions the wheat is never allowed to get very much of a lead either up or down before the price of flour is changed. There is an underlying tone of firmness in the wheat market, due to the shortage of the world's supply. But war news from day to day has the effect of upsetting the market with each new rumor that blows across. Ontario wheat flour also advanced 20c during the week, and is now selling at $8.90 in car lots and $9.10 in small lots for high patents, with second patents at $8.50 in car lots and $8.70 in small lots. Demand for both Ontario and Manitoba flour is quiet at present. Some export business is going on, however.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 90	10 10
Second patents	9 40	9 60
Strong bakers	9 20	9 40
Ontario Winter Wheat Flour—		
High patents	8 90	9 10
Second patents	8 50	8 70

GRAHAM FLOUR AND WHOLE WHEAT FLOUR UP

Toronto

CEREALS.—In sympathy with the higher price for wheat and flour the prices of Graham flour, whole wheat flour, and wheatlets have advanced during the week. Graham flour is now selling at $4.65 to $4.75 per 98 pounds, whole wheat flour at the same price as Graham flour, and wheatlets at $4.90 to $5. Yellow cornmeal is down in price in certain instances, due to competition. There is no weakening, however, in the market for corn products. There has been a fairly good demand for cereals. Rolled oats are in firm market, but an advance is not looked for unless the grain goes highter than it is at present.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 00	5 25
Beans, prime	6 50	6 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	3 25	3 50
Cornmeal, yellow, 98 lbs.	3 10	3 20
Graham flour, 98 lbs.	4 65	4 75
Hominy, granulated, 98 lbs.	3 25	3 50
Hominy, pearl, 98 lbs.	3 00	3 25
Oatmeal, standard, 98 lbs.	4 00	4 20
Oatmeal, granulated, 98 lbs.	4 00	4 20
Peas, Canadian, boiling, bush.	....	3 25
Rolled oats, 90-lb. bags	3 65	3 85
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	4 65	4 75
Wheatlets, 98 lbs.	4 90	5 00

HEAVY DEMAND FOR SHORTS STILL KEEPS UP

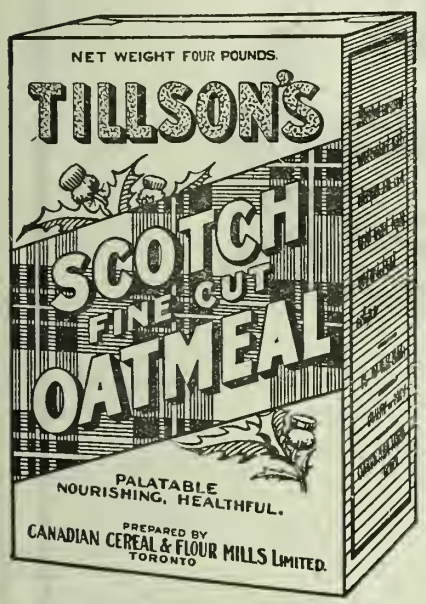
Toronto

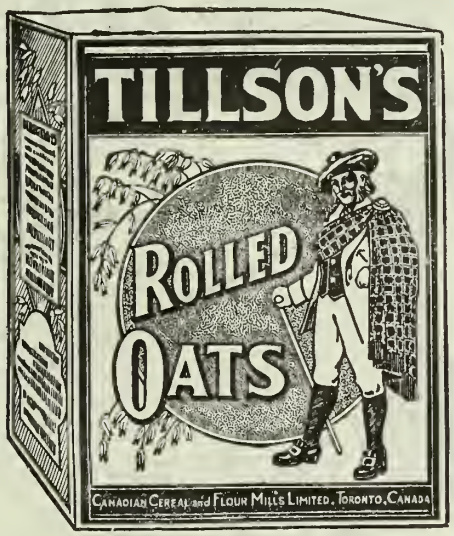
FEEDS.—There is a continued heavy demand for shorts, being the heaviest in fact of all the mill feeds. Bran is also in fair demand. Prices during the week have held steady. Oats are unchanged from the quotations of last week. Farmers have disposed of much of their stock in the shape of hogs, but there is still a big consumption.

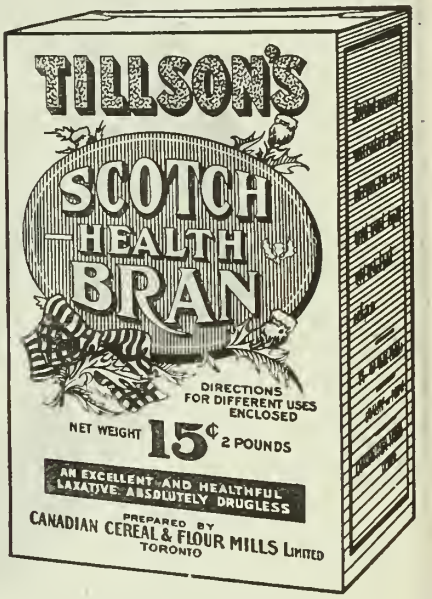
	Car lots ton	Small lots ton
Mill Feeds—		
Bran	33 00	35 00
Shorts	36 00	38 00
Special middlings	41 00	43 00
Feed flour	50 00	52 00
Ontario oats, outside points	0 64	0 66

(Continued on page 42)

Unvarying Satisfaction







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Tillson's (fine cut) Oatmeal, Tillson's Rolled Oats (a food not a fad), Tillson's Scotch Health Bran, Rainbow Flour (for bread), Gold Seal Flour (for pastry).

The sequel is:

Repeat business—more steady profits. Send for our free window display which has helped hundreds of Canada's best grocers to start the cereal trade coming their way.

Mail Your Request To-day.

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TORONTO, ONTARIO

Sow These Seeds of Profit

HERE is a new thought for you who are thinking of putting seeds in stock to sell your local gardeners. If you sell garden seeds that come up grudgingly and produce sparingly, your customer loses his investment and all the satisfaction that goes with it.

To sell him seeds that produce a bountiful harvest is to help him save money.

The more he saves through his garden the more money he will have to spend for sugar and flour and butter and lard *in your store.* This is good business.

FERRY'S SEEDS

are *good* seeds. Each kind is grown for D. M. Ferry & Co. in that particular place where that particular kind of flower or vegetable attains its greatest perfection.

Each year these seed crops are sent to Ferry's greenhouses, where they are tested for germination, the ability to grow, and then in the trial gardens, where the plants and produce are watched, measured and weighed to see if they have the quality we expect them to develop.

You know what pedigree adds to the value of animals. Ferry's Seeds are pedigreed seeds.

Put the Ferry display case on your counter and sow these seeds of profit among your customers. Write for our proposition.

D. M. FERRY & CO., Windsor, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

PRODUCE AND PROVISIONS

Hogs Firmer With A Firmer Outlook

Montreal—

PROVISIONS.—Arrivals of live hogs and country dressed have been lighter. Demand keeps good, and prices have firmed up a little. Live off cars, hogs were fetching $13.75 per 100 lbs. Abattoir fresh killed ran $2 higher per hundred than last week, being quoted at $19-$19.50 per 100 lbs. Country dressed ranged from $17.50 to $18.75. Demand for smoked meats and all lines of provisions is reported fair following the holidays, and prices are unaltered from last week's quotations. The outlook is for greater firmness in provision lines.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 28	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb	0 37	0 38
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders o,rast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 60 lbs.	0 21¾	0 22
Pails	0 22	0 22¼
Bricks, 1 lb., per lb.	0 23	0 23¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17½	0 17¾
Pails, 20 lbs., per lb.	0 18¼	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18¾

POULTRY PRICES NOT UP EXCEPT FOR TURKEYS

Montreal—

POULTRY.—Turkeys, old and young, were firmer in price this week, but for all other poultry the prices quoted last week maintain. Supplies are quite reasonably plentiful, and demand has been seasonable and good. Dressed poultry is still the mainstay of the market, produce in this line being brought into the city, as the weather conditions are too severe for the bringing in of live birds.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 21	0 23
Old roosters	....	0 15
Roasting chickens	0 20	0 21
Young ducks	0 18	0 19
Turkeys (old toms, dressed, lb.)	....	0 30
Turkeys (young)	....	0 32

EGGS FROM STORAGE DECLINED SLIGHTLY

Montreal—

EGGS.—There is a shade further decline in prices of storage eggs this week. Selects and No. 1's are down a cent per dozen each line. New-laids keep quite firm still, and there is a marked tendency on the part of the public, even the well-to-do public, to economize in eggs. Opinions of the wholesale trade are that eggs must keep firm for some time yet, perhaps very firm before the new season's arrivals come in. During the period of 1916, from May 1st to end of the year, 625,725 cases of eggs arrived in Montreal as compared with 513,731 cases for the same period of the previous year. For the first week of 1917 there arrived only 1,007 cases of eggs as compared with 3,659 cases for the first week of 1916.

Eggs—		
New laid	0 60	0 70
Selects	0 41	0 42
No. 1	0 37	0 38

BUTTER PRICES SHOW ONE CENT DECLINE

Montreal

BUTTER.—A decline of 1c per pound on all lines of butter quoted below is the feature of this department of the market this week. This decline is unaccountable, for there is so little butter in storage in Montreal at present as compared with conditions last year, that really some doubt exists in the minds of considerable dealers as to whether supplies will be sufficient to carry the trade until new butter arrives in April. There is very little exportation now. Some butter is still coming in, but it is "fodder" quality, and may account for the reduction in price as regards fresh made at all events. Into Montreal during the period May 1st to Dec. 30, 1916, there arrived 491,169 boxes of butter as compared with 391,058 boxes for the corresponding period of the previous year. For the first week of the New Year 1,758 boxes arrived, as compared with 1,002 boxes for the first week of 1916.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 38	0 41
Dairy prints, lbs., in tubs	0 37	0 39

CHEESE FOR LOCAL .. TRADE NOT PLENTIFUL

Montreal

CHEESE.—Stocks of cheese available for local trade are now very small, and of the 64,000 boxes or over held in storage, the greater portion is Government owned awaiting shipment to the troops. Some winter-made cheese is coming in still, and fetching fairly high prices (from 22c to 23c). Production has been big during the year just ended. In the period, May 1st to Dec. 30th, 2,212,555 boxes came into Montreal. For the same period of the previous year there came in only 1,983,722 boxes. The first week of 1917 shows arrivals of 3,994 boxes, as compared with 5,191 boxes in the first week of 1916. That better cheese was made by the dairymen of Canada in 1917 than in 1916 is the expressed opinion of one leading merchant of dairy products in Montreal who has had a lifelong experience of the business.

Cheese—		
Large, per lb.	0 25	0 25½
New, twins, per lb.	0 25½	0 26
Triplets, per lb.	....	0 26
Stilton, per lb.	....	0 28
Fancy old cheese, per lb.	....	0 28

HONEY IN STEADY, UNEVENTFUL MARKET

Montreal

HONEY.—Market conditions as regards honey are much as they were at the time of last report. Conditions are quiet, with supplies sufficient for needs, and demand steady, but not active. Prices are as previously quoted. Should an increased demand for Quebec honey set in from Ontario there will be a firming tendency, but meantime this has not developed.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10½
Buckwheat, 60-lb. tins, per lb.	0 09¾	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11½	0 12
Comb, per section	0 15	0 16

Dressed Hogs Are Up $1.50 Hundred

Dealers Look for Firm Prices in All Hogs Owing to Diminishing Supplies

Toronto

PROVISIONS.—There was a big jump upward in both live and dressed hogs during the week. Dressed have advanced from $1.25 to $1.50 per hundred, and are now selling at $18.50 to $18.75. Live hogs off cars are selling at $12.85 to $13 per hundred, which represents an advance of 65c to 75c. Fed and watered hogs are quoted at $12.60 to $12.65. There are no f.o.b. prices being quoted this week, dealers preferring to confine their buyings to deliveries at the yards. There have been light deliveries of hogs during the week, and the demand has been fairly heavy. Stock men look for a firm market between now and March, due to the fact that farmers have turned in the greater part of their stock. Some of them even disposed of their brood sows, and this will tend to make a scare-

ity of hogs during the year. There is a firmness in boneless backs, which have advanced 1c per pound. Lard prices held steady during the week, together with all other kinds of cooked meats.

Hams—		
Medium, per lb.	0 24	0 25
Large, per lb.	0 23	0 23½
Backs—		
Plain	0 25	0 27
Boneless, per lb.	0 28	0 30
Bacon—		
Breakfast, per lb.	0 26	0 28
Roll, per lb.	0 19	0 20
Wiltshire bacon, per lb.		0 23
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 18½	0 19½
Cooked Meats—		
Hams, boiled, per lb.	0 34	0 36
Hams, roast, per lb.	0 34	0 36
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Lard—		
Pure tierces, 400 lbs., per lb.	0 21¼	0 21¾
Compound, tierces, 400 lbs., per lb.	0 16¾	0 17¼
In 60-lb. tubs, ¼ higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	18 50	18 75
Live, off cars	12 85	13 00
Live, fed and watered	12 60	12 65
Live, f.o.b.		

BUTTER GOES DOWN 1c to 2c PER POUND

Toronto

BUTTER.—Sentiment in the butter market has operated to send butter downward in price to the extent of 1c to 2c per pound. In certain instances it even declined as much as 4c per pound, as in the case of dairy prints. People have decided to get along with less butter, and this sentiment has rolled up in a ground swell that has meant a general decrease in consumption. Creamery prints that were formerly selling for 46c to 48c are now quoted at 45c to 47c. Creamery solids that last week were quoted at 45c per pound are now selling at 43c to 44c. The biggest decline, however, has been in dairy prints. Last week the choice variety of this butter was quoted at 42c to 43c, while this week they are quoted at 38c to 40c. There has been a corresponding decrease in the ordinary dairy print, which are now quoted at 36c to 37c. Bakers' butter has declined 3c per pound.

Creamery prints, fresh made	0 45	0 48
Creamery solids	0 43	0 44
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 36	0 37
Bakers	0 34	0 35

NEW-LAIDS COMING FREELY: PRICE DOWN

Toronto

EGGS.—New-laid eggs are reaching the market in considerable quantities. With the milder days that have prevailed recently there has been an inducement for the hens to get to work. New-laids in consequence have declined 5c per dozen during the week. Storage eggs, on the other hand, are firmer, and have advanced 1c per dozen. There is a shortage of this variety, and larger quantities are now being brought from the Chicago district. It is expected with the approach of spring that new-laids will continue to be easier in price.

Eggs—		
New laid, cartons	0 50	0 55
No. 1 storage, ex-cartons	0 40	0 41
Selects, extra	0 42	0 44

CHEESE FIRM, BUT DEMAND IS LIGHT

Toronto

CHEESE.—There is a continued firmness in the cheese market, even in the face of a light demand locally. However, there is a continued flow of cheese into export channels, and this is the big factor in the market. There is small prospect of easier prices until the soldiers are on the march homeward. The factories have given up operating for the winter, and this is throwing more of the milk into butter channels and causing an easier tone in that commodity.

	Per lb.	
Cheese—		
New, large	0 25	0 26

Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.

POULTRY SHOWS A FIRMER TENDENCY

Toronto

POULTRY.—Although there is considerable poultry in storage yet as a result of the quantities that reached the market during the holiday season coupled with the decreased consumption, there is a firmness in the market for live and dressed poultry. At the present time poultry is not coming freely. Commission men have advanced the price for live chickens, hens, ducks and geese 1c per pound. Dressed poultry holds at the same quotations as last week. Some of the commission men have feeding rooms, where they put some extra flesh on chickens that reach the market in poor condition.

	Live	Dressed
Spring chickens	0 15	0 17
Hens, over 4 lbs.	0 15	0 16
Hens, under 4 lbs.	0 12	0 13
Old roosters	0 12	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

MORE QUEBEC HONEY COMING TO ONTARIO NOW

Toronto

HONEY.—Quebec is being drawn upon more heavily as a souree of honey supply, and commission men report the quality of the honey reaching this market from that source is excellent in quality. In former years there had been some difficulty in getting first-class honey through the mixture of buckwheat honey with white honey. Beekeepers in that province are apparently taking better care of their honey. Supplies from Ontario points are apparently about all marketed. There is a fair demand for the commodity. Prices held steady during the week.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 09	0 10½

HOGS SHOULD DECLINE ADVANCED LAST WEEK

Winnipeg

PRODUCE AND PROVISIONS.—As usual, live hogs have been light during the holidays, and for some time following; also there was a keen demand. The market has been showing a gradual advance, and reached the 12c mark last week. Heavier runs are anticipated for the next five or six weeks, and we look for a decline in price as a consequence. The general quality of hogs coming forward is much improved, and they are all showing a better finish. As a result of the highest price of hogs the provision market has been very firm, but prices are unchanged. Lard has had a weak undertone, but the price is the same; this weak undertone is expected to be only temporary. The demand continues good both for eggs and butter, the price being the same. Cheese sales are comparatively slow.

Hams—		
Light, lb.		0 26
Medium, per lb.		0 25
Large, per lb.		0 23
Bacon—		
Breakfast, per lb.		0 24
Breakfast, select, lb.		0 27
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light		0 16
Barrelled Pork—		
Mess pork, bbl.		30 00
Lard, Pure—		
Tierces		0 20½
20s		4 22
Cases, 5s		12 90
Cases, 3s		13 05
Lard, Compound—		
Tierces		0 16¾
Tubs, 50s, net		8 25
Pails, 20s, net		3 37
Butter—		
Fresh made creamery, No. 1, cartons		0 42
Best dairy		0 38
Fresh Eggs—		
New laids		0 50
Extras, in cartons		0 43
No. 1, candled		0 39
Cheese—		
Ontario, large		0 25½

FLOUR AND CEREALS

(Continued from page 38.)

FLOUR BUSINESS QUIET EXPECT OATS TO ADVANCE

Winnipeg

FLOUR AND CEREALS.—First patents stood at $9.70 per bbl. early this week, there having been an advance of 30c per bbl last Wednesday following an advance in the price of wheat. Since then there has been an easing off in the wheat market presumably as a result of further peace talk. Flour business, both domestic and export, has been very quiet, and millers do not look for a revival until the latter part of this month. Rolled oats were selling for $3.00, 80's early this week, but one of the mills was asking $3.20 and reported the market firm at that figure. It was expected that the others would follow. There was no feature to oatmeal and middlings, and all the mills are considerably oversold.

Flour—		
Best patents		9 70
Bakers		8 70
Clears		8 00
XXXX		7 00
Cereals—		
Rolled oats, 80 lbs.	3 00	3 20
Rolled oats, pkgs., family size		4 10
Cornmeal, 98's		3 20
Oatmeal, 98's		4 00
Feeds—		
Bran, per ton		28 00
Shorts, ton		30 00
Middlings, ton		30 00
Mixed chop, ton		47 00

Why You Should Feature KING GEORGE'S NAVY

There's Money in Tobacco

Yes, Mr. Grocer, there's good sound profits to be made by handling quality tobaccos of established popularity.

You cannot afford to experiment on lines that are unknown to the men of your community. But every chewer knows of **KING GEORGE'S NAVY TOBACCO**, and the more critical they are the more they appreciate its palate pleasing qualities.
There's a good profit on every King George sale, and sales are always quick and easy.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

MR. CLERK
YOUR SPARE TIME

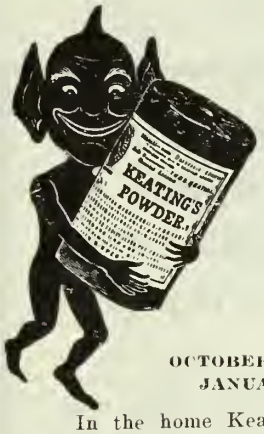
WHAT do you do with it? By that we mean, is it **bringing you** any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day.**

The MacLean Publishing Co.
Dept. C.G. 143-153 University Ave.
Toronto Canada



The Keating Calendar

Keating's Insect Powder is in demand all year round. Order now for present and future requirements

OCTOBER, NOVEMBER, DECEMBER, JANUARY, FEBRUARY, MARCH.

In the home Keating's wil be continually in requisition against Bugs and Roaches. Hunting parties in October will carry Keating's into their camps.

APRIL AND MAY.

House cleaning and the time for putting away winter furs and blankets. Moths now appear. Mosquitoes likely to become a pest in May and remain until the warm, dry weather.

JUNE, JULY AND AUGUST

Summer holiday season, Keating's in demand, when locking up the house, as a protection against moths in the furniture, carpets and draperies. Flies, Fleas, Ants and Mosquitoes in general evidence and a particular worry in summer camps and cottages.

SEPTEMBER

Flies are most tenacious. To kill or drive them out of doors use Keating's as a fumigant. Extra precautions also necessary against Bugs, Roaches and Ants.

Made by Thomas Keating London, England Established 1788

Sole Agents in Canada
Harold F. Ritchie Co., Ltd
10-12-14 McCaul St., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

This big 10 cent seller should be prominent in your displays

Though the popular price of **H.G. SAUCE** has done much to popularize it with the prudent housewife, yet its biggest appeal lies in its unexcelled dietetic qualities.

H.G. is a purely Canadian-made sauce, prepared to meet Canadian requirements, prepared to equal and surpass all similar imported sauces.

There's a good profit for you on this line. May we send you samples?

The Canada Sauce & Vinegar Co
519 King St. W., Toronto

DESIGNING AND BUILDING THE PERFECT HOME

Who knows it all when it comes to planning a new home? Do you? Does your neighbor? Does your architect? Does your builder? What perfect home do you know of?

Now perfection may be impossible to obtain, but one can approach perfection by educating oneself concerning

the site, the plan, the style, the decoration, and other related matters.

Experience teaches. Therefore use the experience of others and their good counsel, born of errors and of successes, as found in the book.

BUILDING A HOME

By Desmond and Frohne, the editors of **The Architectural Record**, America's leading paper in its field.
(Price, $1.50, with 15c extra for postage.)

In this book are gathered together the counsels and experiences and suggestions of men who have had an exceptional opportunity to acquire wisdom in relation to the building of homes. The book is a beautiful one as a piece of book-making, and is richly illustrated. It is no economy to save $1.50 when you are considering the building of a home.

Send for the book now, and have it ready against the day when you will build the home of your dreams.

The MacLean Publishing Co., Limited
143 University Avenue -:- Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Thank you

for the support and recommendations accorded throughout 1916 to

Ocean Blue
Gipsy Stove Gloss
Linoleo Floor Wax
Glosso Metal Polish
Zog,

Etc., Etc.

In the coming year this policy will continue to serve your own and your customers' best interests.

HARGREAVES (CANADA), Ltd.,

The Gray Building, 24 & 26, Wellington St., W., Toronto. Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avory, Rooms 5 and 6 Jones Block, 407 Hastings Street West, Vancouver, B.C.

Thirty years of Eureka Refrigeration

Yes, sir, that is the experience behind the manufacture of every Eureka refrigerator — practical experience that has put the Eureka at the top of the column for reliability and absolute satisfaction.

No other refrigerator to-day possesses so many practical patented features, notably the warm air flues across ceiling of cooling room connected with warm air flues at sides and ends.

Our Catalog will give you all particulars. Write for copy.

Eureka Refrigerator Co.
31 Brock Ave. TORONTO Limited

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

It sells

Right from the day you begin to display "Gleba" Polish you will realize what a dependable seller it is. Once your customers get acquainted with Gleba service you will need to keep your stock constantly replenished.

Gleba cleans and imparts a brilliant polish to gold, silver, copper, brass, nickel, cutlery, bathroom fixtures, etc. It is excellent for windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your customers about it and watch it sell.

Write us for free sample cake and particulars.

Gleba Polish Company
Oshawa, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

WHEN
BUYING
MINCE MEAT
INSIST
ON

WETHEY'S

An Extra $5 or $10 Every Week

Quite a bit extra, isn't it? Would you like to have that much coming to you regularly every week, entirely in addition to your weekly pay envelope? Of course you would.

Well now, write us and we will be glad to send you full particulars of our plan—the very same proposition that has proven so successful with hundreds of our representatives. You can read it and apply it right in your own home district. Your spare time is all that's needed. Write us to-day,—next week you'll be earning more money.

The MacLean Publishing Co.,
LIMITED
143-153 University Ave.
TORONTO - CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Top Glass Jars 16 oz. glass 2 doz. case.	Per doz.
Apricot	$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 55
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, ½ doz. in case	4 15
20 lb. tins, ¼ doz. in case	4 05
Perfect seal glass jars in the case	3 15

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	
Family, Plain, ... doz.; Family, Tomato Sauce, ... doz.; Family, Chili Sauce, ... doz.; 3's, Plain, Flats, Aylmer only, ... doz.; 2's, Tomato Sauce, Flats, Aylmer only, ... doz.; 3's, Chili Sauce, Flats, Aylmer only, ... doz.; 3's, Plain, Tall, ... doz.; 2's, Tomato Sauce, ... doz.; 3's, Chili Sauce, ... doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), ... doz.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
5's Tin, 8 pails in crate, per pail	0 69
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12½
30's Tin or Wood, one pail only, per lb.	0 12½

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case.	5 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

Canadian-made.
British materials.

Keep your money
in the Empire

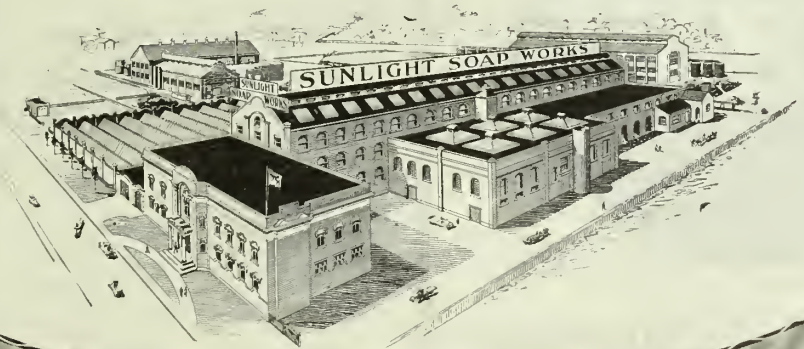
The Big 5

ALL the laundry soap and cleanser trade that's worth getting can be handled by this splendid "big five." Dominating the market as they do through sheer merit—purity, quality and big, continuous publicity—you should certainly handle all of them. No need to break the chain. Every link is strong and sound—"British through and through!"

LEVER BROTHERS, LIMITED

EASTERN AVENUE, TORONTO

Largest Soap Works in Canada



This one Plant Over 5 acres

LEVER BROTHERS LIMITED TORONTO

Back Bacon

Have you tried our "Boneless Backs in Casings." You will find them very delicious eating. We have also Skinned Backs, Boneless Backs and Backs with the skin on.

ESTABLISHED 1854

F. W. FEARMAN CO.
LIMITED
HAMILTON

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 20
Reindeer Brand, each 48 cans	6 95
Silver Cow, each 48 cans	6 40
Gold Seal, Purity, each 48 Cans	6 25
Mayflower Brand, each 48 Cans	6 25
Challenge, Clover Brand, eacb 48 cans	5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 00
Jersey Brand, Hotel, each 24 cans	5 00
Peerless Brand, Hotel, each 24 cans	5 00
St. Charles Brand, Tall, each 48 cans	5 10
Jersey Brand, Tall, each 48 cans	5 10
Peerless Brand, Tall, each, 48 cans	5 10
St. Charles Brand, Family, each 48 cans	4 50
Jersey Brand, Family, each, 48 cans	4 50
Peerless Brand, Family, each 48 cans	4 50
St. Charles Brand, small, each 48 cans	2 25
Jersey Brand, small, each 48 cans	2 25
Peerless Brand, small, each, 48 cans	2 25

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$5 00
Reindeer Brand, "Small," each 48 cans	5 70
Regal Brand, each 24 cans.	4 70
COCOA, Reindeer Brand, each 24 cans	5 00

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weigbt 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weigbt 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weigbt 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weigbt 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weigbt 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weigbt 4 lbs.	2 00
2½ oz. bottles, per doz., weigbt 6 lbs.	2 30
4 oz. bottles, per doz,, weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weigbt 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.50; 2s, $7.50; 6s, $25; 14s, $60.

Roast Beef, ½s, $2; 1s, $3.25; 2s $7.25; 6s, $22.

Boiled Beef, 1s, $3.25; 2s, $7.25; 6s, $22.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50; 6s, $21.

Corned Beef Hasb, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s, $3.35; 2s, $6.25.

If any advertisement interests you, tear it out now and place with letters to be answered.

Your Customer

should thank you for drawing his attention to

RICE—

the cheapest form of nutritious food now available.

Mount Royal Milling & Manufacturing Co.

D. W. Ross Co'y., Agents, Montreal

"A STITCH IN TIME"—

to those about to build

You know that your friends who have built homes wish that they had done something else or something different, in order to have secured better results. The little or big errors made in

choosing a site, an architect, a builder, a design, a style, a plan

and so on, have cost many times the price of the book which they could have had for $1.50 ($1.65 when sent by mail)—the book entitled

BUILDING A HOME

By Desmond and Frohne, editors of **The Architectural Record.**

And if you are going to build this year or in some near year, you will find the advice and help of this book invaluable. Its price pales away when its real value to you is weighed.

Send for the book. Have it placed in your Public Library, if you have influence. Add it to your own library. It is a handsome volume, with many illustrations.

The MacLean Publishing Co., Limited

143 University Avenue -:- Toronto, Ontario

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.

HAMILTON and WINNIPEG

If any advertisement interests you, tea it out now and place with letters to be answered.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional $5.00 or $10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO ONTARIO

Cambridge Sausage, 1s, $3.00; 2s, $5.50.
Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.
Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.
Tongue, Ham and Veal Pate, ½s, $1.50.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, ...
Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.
Ox Tongues, Glass, 1½s, $12; 2s, $14.
Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.
In Glass, 1s, $2.20.
Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½,..$1.40; 1, $1.85. 50 lb. Pails, 20c.
Clark's Peanut Butter—Pails 24 lbs., 20c per lb.
Clark's Tomato Ketchup, 16 oz., $3; 1 gal. jars, ...; 5 gal. jars, ... per gal.
Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2.
Individuals, 80c doz.
Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45.
Individuals, 90c doz.
Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45.
Individuals, 90c doz.
Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.
Clark's Chateau Chicken Soup, $1.25.
Clark's Chateau Concentrated Soups, $1.15.
Clark's Chateau Concentrated Soups, No. 1 assorted, $1.15.
Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces $0 14¼
Pails 2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¾c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune ...	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90
	List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval lith. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz, tins, 85c.	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
Cinnamou whole, 5c. pkgs., window front, 45c.	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	4

CALIFORNIA

Navel Oranges

Now Arriving

Very fine Quality

Also

FLORIDA

Oranges and Grape Fruit

PRICES

Very Reasonable

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861 GUELPH, ONTARIO

Freshly Packed Late Howe Cranberries

Selling $11.00 bbl.

FINE, LARGE, HARD BERRIES

Florida Tangerine Oranges and Grape Fruit.

California Celery and Cauliflower.

Tomatoes and Pineapples.

Sweet Potatoes and Cucumbers.

The Choice of the World's Markets.

AT YOUR SERVICE

WHITE & CO., LIMITED

TORONTO

Wholesale Fruits and Fish

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples, Bananas, Citrus Fruits, Cranberries, etc.

25 CHURCH ST. TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Merchants Baler

MADE IN CANADA

No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Kindly mention this paper when writing advertiser

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11th Annual
Pre-Inventory Sale

Read this list of Grocery Staples, included in our Pre-Inventory offer. You will find items you need. As you want to buy at the best price, write us for quotations, you are assured of the lowest prices.

CANNED FRUITS

Apples 3's and gallons, Apricots 2½'s, Blueberries 2's
Cherries, Plums, Pears, Raspberries, Strawberries 2's
Pineapples ½'s, ¼'s, 1½'s and 2½'s, Rhubarb 2's and gallons
Peaches, sliced 2's, Whole 2, 2½ and 3's
Peaches Pie, Unpeeled 2½'s, Peeled 2's and gallons.

DRIED FRUITS, 1916 CROP

Currants Cleaned 36/1's, 25 & 50's loose
California Seeded Raisins 45/11 oz., 36/15 oz., and 25's loose
California Fancy Bleached 45/16 oz. and 50's loose
Loose Muscatels 2. 3, 4 crs. 25 and 50's loose
California Sultanas unbleached 45/16 oz. and 50's loose
California Sultana bleached 50's loose and 36/15 oz.
California Cleaned Sultanas, 1916, 50's loose
Valencia F.O.S., Finest Selected and 4 crs. layer 28's loose.

EVAPORATED FRUITS

Apricots, Peaches, Pears, 25's loose
Canadian Apples, 25 & 50's loose

OREGON PRUNES

All sizes from 30/40 to 90/100 in 25's loose.
These sizes only, 30/40, 70/80, 90/100 in 50's loose.

PEELS

Lemon, Citron & Orange
in 10-lb. boxes

FIGS B. & S.

4, 5, 6, 7 crs. layer ½ kilo Boxes
Fresh Ambrosia ½ kilo Baskets and 28-lb. matts

TABLE RAISINS

Special reduced prices on 20/1's bundles.
A 3-cent investment in an inquiry will give you large dividends.

Laporte, Martin, Limitée
WHOLESALE GROCERS
584 St. Paul St. West, - Montreal

If any advertisement interests you, tear it out now and place with letters to be answered

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED, ON COMMISSION, GOOD SIDE line for Maritime Provinces. A. M. Reed, Middleton, N.S.

WANTED—TO HEAR FROM OWNER OF good grocery for sale. Northwestern Business Agency, Minneapolis, Minn.

WOULD LIKE TO HEAR OF TWO OR three good manufacturers of groceries, etc., to handle their goods on commission. Have good connections and first-class references. Box 207 Canadian Grocer.

MAIL ORDER GROCERY MANAGER seeks larger field than present one. Experienced in buying, operating, and catalog work. Confidential correspondence solicited. Box 206. Canadian Grocer.

WANTED BY A LIFE-LONG RETAIL general, salesman position on road. New Glasgow East preferred, any good line considered. Biscuit and confectionery preferred. Murdoch McKenzie, 431 George St., Sydney, N.S.

YOUNG MAN EXPERIENCED IN GROceries and general store business, wishes position as travelling salesman; best of references. Box 205, Canadian Grocer.

YOUNG MAN, 27 YEARS OF AGE, WITH 10 years' experience in general store, wishes to become connected with reliable wholesale firm, manufacturing establishment, manufacturers' agency, or brokerage firm. Box 203, Canadian Grocer.

AGENTS WANTED

WE ARE OPEN TO HANDLE ONE OR more good lines for Cape Breton on a commision basis. Miles & Co., Box 269, Glace Bay, Nova Scotia.

FOR NEW BEER EXTRACT HOP-MALT within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

OLD WELL-ESTABLISHED GROCERY business and dwelling in Woodstock, Ont. Box 204, Canadian Grocer.

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers. If so, send for our new catalogue J Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15½ Toronto St., Toronto 52 Can. Life Bldg., Mont.

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

TIE-UP PARCELS

Gummed paper tape does it neatly, quickly and cheaply. Your time is valuable, and twine is expensive. Sold in all widths.

GEO. ADAM CO., Dept. C,
410 Chamber of Commerce, Winnipeg

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

PORT ARTHUR, ONT. MONTREAL

Fish—Salted Lake Herring

in Kegs or Pails. Ask for prices.

J. BOWMAN & CO.

(Note new address)

66 Jarvis St. Toronto

We are Wholesale Importers of

Peanuts Canned Crab

Oriental and Australian Goods

Canadian Distributors of

"WASHCLEAN"

Gold Medal Labor Saver for Washing Clothes Without Rubbing

(2,000,000 users

Direct Supply Association
509 Belmont House Victoria, B.C.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of widespread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

The Natural Decorative Quality of Fruit Makes Experience Unnecessary.
The Effort Will Convince You of the Effectiveness of the Fruit Window.
The Results Gained Will In Themselves Be a Compensation.

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

Conditions of the contest are: The window must be decorated entirely with fruits. It may be all of one variety, or a general display as the competitor thinks best. Have the window photographed; about 10" x 7" is the best size. Have the photo as near this size as possible—not necessary to mount it. Mail copy to this office accompanied by a description of the window.

This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE - - TORONTO

IN EVERY SECOND ENGLISH-SPEAKING HOME
in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIERE FIVE ROSES is even now exerting an ever-widening sales influence.

What would it be worth to YOU?

—right in the home of every possible retail flour buyer in YOUR district,

—to have a daily reminder of compelling interest, filled with useful daily suggestions,

—a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on.

—a constant source of flour-consuming suggestions
—the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

MONTREAL *"The House of Character"* *WINNIPEG*

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie

***FREE** Copy of the famous FIVE ROSES Cook Book, on request, to any retail grocer reading CANADIAN GROCER.*

IN THIS ISSUE—CHARGING INTEREST ON ACCOUNTS

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, JANUARY 19th, 1917 No. 3

PURE GOLD

Always worthy of a prominent place in your displays are those products bearing the brand "PURE GOLD"

Pure Gold Jellies

are made from Pure Fruit Flavors.

A delicious dessert.

Pure Gold Extracts

Last word in quality.

32 varieties.

The memory of quality lingers when prices are forgotten

Pure Gold Manufacturing Co., Limited

TORONTO, ONT. - - WINNIPEG, MAN.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road, LONDON, N., ENGLAND

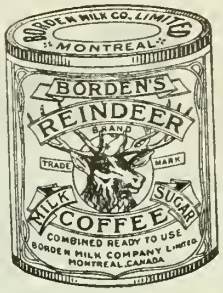
Send him on his way rejoicing

by selling him the big, cool, satisfying *ORLANDO (INVINCIBLE) CIGAR*. Every puff will be a puff of satisfaction and you can confidently count on his coming back for a further supply of this unbeatable three-for-a-quarter line.

You will get better results from your tobacco department when you begin featuring the Orlando Cigar. Make up a little display in your showcase to-day and top it off with a few *WEBSTER'S CLEAR HAVANAS*. You will find them worth while.

W.R.WEBSTER&CO.,Ltd.,Sherbrooke,Que.

We sell Reindeer Coffee and Cocoa for you. You take in the cash



A carefully planned consumer advertising campaign continually carried on is creating a big demand for these two Borden products, a demand which it is up to you to supply.

By emphasizing the convenience and the utility of the Reindeer lines we are educating the housewife in the knowledge that there are no more suitable or more delicious milk products than these two popular lines.

Reindeer Coffee and Reindeer Cocoa can be prepared in an instant, merely with the addition of water—no milk, no sugar.

Are you letting your share of this profitable business pass you by? Don't do it. Get up a little Reindeer counter display and watch it sell.

The profits will please you.

Borden Milk Co., Ltd.

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

FACTS and FIGURES

WE are not just *telling* you what we can save you on your purchases. We are showing you by comparative invoice exactly in dollars and cents what we can do. We compare our prices with competitive houses issuing price lists. Houses employing travellers are not as keen competition, as they must get higher prices to cover their increased cost of doing business through travellers. We print below copy of order received and shipped, amounting at our prices to $186.24. Compared with first competitive house quotations we can save you $10.52, or nearly 6% and, compared with the second competitive house, our quotations mean a saving to you of $23.54, or nearly 13%.
You can easily verify these prices as competitive house quoted both issue price lists, and these quotations are taken from their latest issues.

Invoice.	Our Price	Total	1st Competitive House Price	Total	2nd Competitive House Price	Total
1 Case Eddy's Matches Silent 500s	$ 6.65	$ 6.65	$ 6.65	$ 6.65	$ 6.65	$ 6.65
10 lb. Brazil Nuts Mxd.	.18	1.80	.18	1.80	.19	1.90
50 lb. Peanuts, Jumbo	.12	6.00	.13	6.50	.13	6.50
3 crates L. & B. Jam, Asst. 4 lb. tins	.41	14.76	.45	16.20	.45	16.20
2 crates L. & B. Jam, Straw, 4 lb. tins	.41	9.84	.45	10.80	.45	10.80
1 case Gold Seal Milk	6.45	6.45	6.45	6.45	6.45	6.45
1,000 Paper Bags H. Man., 6 lb.	4.20	3.78	4.20	4.00	4.20	4.20
	Less 10%		Less 5%			
3 bags Gran. Sugar 100s.	8.20	24.60	8.20	24.60	8.20	24.60
10 case Tomatoes 2s.	2.95	29.50	2.95	29.50	3.35	33.50
6 x 25 lb. Boxes Choice Apricots	.18⅞	28.31	.20	30.00	.22	33.00
1 Large Cheese, Ontario, 82 lb.	.25¾	21.11	.26	21.32	.27¾	22.75
2 Bags Rio Coffee, Green, No. 7, 264 lbs.	.14¾	38.94	.14¾	38.94	.16⅜	43.23
		$191.74		$196.76		$209.78
Less our discount of at least 4 % off non-combine goods		5.50				
		$186.24				

Take our price list and sit down and figure out just what we can save you. You will find that from cover to cover it quotes you money-saving prices on every page, and to induce merchants to deal with us as near a cash basis as is practical in the Wholesale Grocery business, we allow you an additional 4 per cent. if your account is paid in full promptly by the 10th of the following month. **You are in business to make a success, which you cannot do unless you buy right, and Macdonald-Chapman, Limited, is the right place to buy.** We do business on business principles, handle only highest quality goods, give prompt and courteous service and your orders will always be appreciated by **the only one-price house in the West.**

MACDONALD-CHAPMAN

Wholesale Grocers **LIMITED** **Winnipeg, Man.**

MACDONALD-COOPER LTD.
Edmonton, Alta.
MACDONALD-CRAWFORD LTD.
Swift Current, Sask.
A. MACDONALD & CO.
Fernie, B.C.

Connections:
MACDONALD-CRAWFORD LTD.
Moose Jaw, Sask.
A. MACDONALD & CO.
Vancouver, B. C.
A. MACDONALD & CO.
Ft. William, Ont.

MACDONALD-CRAWFORD LTD.
Saskatoon, Sask.
A. MACDONALD & CO.
Nelson, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Are You Prepared for the Lenten Season?

More fish will be consumed during these forty days than in any other three months of the year.

Have you made provision for this?

GENUINE PORTUGUESE SARDINES

We have just received one car of **Brandao Gomes,** packed in dingley tins, one hundred to the case.

Meet the demand with this brand—the sea food that pleases the most fastidious.

If, in the past, your fish sales have not been as profitable as you had anticipated, we can recommend

POINT CLAIR SHRIMPS

packed two dozen to the case, as the acme of the Shrimp industry.

This wholesome food, containing quality all the way through, proves a palatable dish even for the connoisseur.

Try what a display of these two quality lines will do towards toning up business.

DON'T HESITATE ***SEND YOUR ORDER NOW***

W. G. PATRICK & COMPANY, LIMITED

——Importers——

HEAD OFFICE:
51-53 Wellington St. W.
Toronto

WESTERN BRANCH:
168 Market Ave. E.
Winnipeg

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Waste Paper $13.00 a ton.

A

"Climax"

All Steel Fireproof

Baling Press convert your waste into compact bales ready to ship and sell at the highest prices.

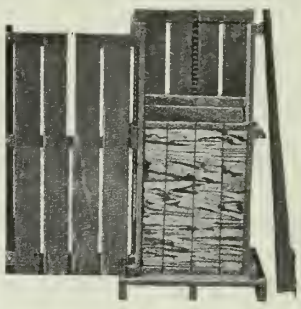
Ask us for information.

Climax Baler Co.

Hamilton, Ontario

WHY WASTE PAPER

should be baled



THE JEWEL PAPER BALER

It is worth $10.00 per ton and up.

It is more easily and quickly baled than burned or otherwise disposed of.

The JEWEL BALER means a permanent convenience and a permanent revenue.

Write to-day for full particulars re baler and paper market.

General Sales Co.

203 Stair Bldg., TORONTO

There are plenty of nameless coffees. Chase & Sanborn's brands have a distinct and widely known personality of their own. The wise grocer knows the value of this.

CHASE & SANBORN

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

What National Cash Registers Do.

No. 1. Give you information about your business you do not now get.

The new National Cash Registers will give you a complete summary of every day's business.

They will tell you the number of transactions made in any one day.

They will record the nature of the transactions, the initial of the clerk concerned, and the amount of money handled.

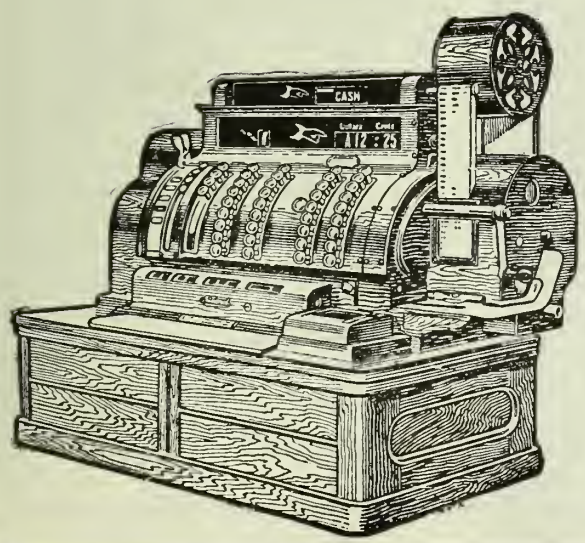
They will tell you at any moment the amount of cash you should have on hand and the amount of credit you have allowed.

They will record all money received on account as well as money paid out.

They will show you which clerk makes the most and best sales.

They will tell you what is going on in the store when you are away, as well as when present.

Now is high time to install machines which give you —as an incidental part of this service—a control over your business you can get in no other way.



The National Cash Register Company of Canada, Limited

Christie Street - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register —— years old. Principal lines of merchandise ——.

Firm name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

This big 10 cent seller should be prominent in your displays

Though the popular price of **H.G. SAUCE** has done much to popularize it with the prudent housewife, yet its biggest appeal lies in its unexcelled dietetic qualities.

H.G. is a purely Canadian-made sauce, prepared to meet Canadian requirements, prepared to equal and surpass all similar imported sauces.

There's a good profit for you on this line. May we send you samples?

The
Canada Sauce & Vinegar Co.
519 King St. W., Toronto

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
B 46

Purity
TABLE SALT

Ask the other fellow

Any dealer who has tried out the selling value of **"Purity" Table Salt** will tell you that it is a pretty good thing to bank on for bigger, better business.

Housewives everywhere appreciate its unquestioned purity and economy. Purity salt is made under ideal conditions in an up-to-the-minute plant, positively guaranteeing it pure to the last degree.

"Purity" salt is unequalled for table or dairy use. It satisfies the most critical.

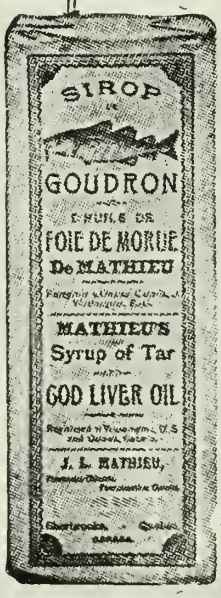
Now is an opportune time for you to test the popularity of this housewife's favorite seasoner.

Send in your order to-day.

THE WESTERN SALT CO. LIMITED
COURTRIGHT ONT.

Introduce Every Customer to

MATHIEU'S
SYRUP OF TAR
AND
COD LIVER OIL



With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

When buying sugars don't forget

St. Lawrence DIAMOND Goldens

are the standard of quality for yellow sugars.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

That Side Partner of Mennen's Shaving Cream

—it's opening up a new market for you.

We mean that "Talcum for Men," the first talcum powder manufactured exclusively for male use.

Have you stocked it and offered it to your men customers yet? Together with THE Shaving Cream it is being heavily advertised, and thousands of men, all over Canada, will be requesting both.

No effort on your part is necessary to sell Mennen's Products quickly, the mere display of the articles themselves will be sufficient.

Three very attractive window-trims have been prepared; one on the Shaving Cream, one on the Talcum Powder, and one combination trim.

Send for either one or all of them to Harold F. Ritchie & Co., Ltd., Toronto, Ont.

Made in Canada by
G. MENNEN CHEMICAL CO., LTD.
MONTREAL, QUE.

Canadian Agents
HAROLD F. RITCHIE & CO., LTD.
TORONTO, ONT.

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

For Spring Cleaning
Babbitt's Cleanser
The 5 Cent Line

Cleans, Scours, Scrubs, Polishes, Purifies

Full weight package sells at

5 cents

giving double value (and premiums for the trademarks as well.)

Shows you a good profit and is a sure repeater.

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S SOUPS

Highly Concentrated, Absolutely Pure and Prepared from the Very Finest Ingredients

The quality is there, selling price is popular, and your margin is good.

GET IN TOUCH—
THE SEASON IS ON

MADE IN CANADA

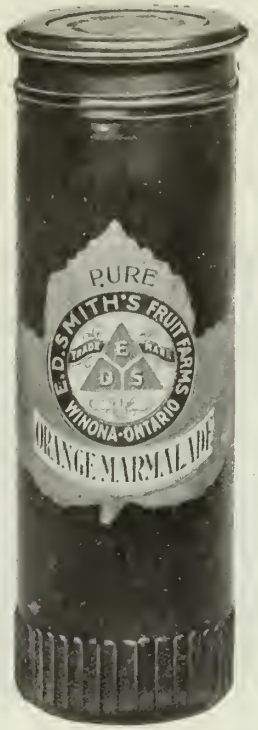
CLARK'S
PEANUT
BUTTER
Any oil that has risen to the top of the butter is pure peanut oil and should be thoroughly mixed in again before using.
W. CLARK
LIMITED
MONTREAL
AND ST REMI

Have you paid any attention, Mr. Grocer, to the growth of the business in PEANUT BUTTER, an article which is rapidly increasing in favor with the public? It will pay you to look into the matter, and if you want your share of the business, it will pay you best to stock

CLARK'S PEANUT BUTTER

W. CLARK, Ltd. Clark's MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.



Feature the New E. D. Smith Marmalade line

Take advantage of the diminishing stock of home-made preserves by suggesting

E. D. Smith's New Season Marmalade in the new Anchor Cap Container

Suggest it in window trims and counter displays—the handsome new jar will attract attention and build up sales.

You know E.D.S. quality. Your customers know it, too. Isn't it worth a little effort on your part to reap the big profits arising out of E.D.S. popularity? Begin to-day.

E. D. Smith *and* Son, Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

This space $1.00 per insertion on yearly order.

To The Trade
Buyers and sellers of
All Kinds of Grains and Seeds

Denault Grain and Provision Co., Limited
SHERBROOKE, P.Q.

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

G. Gagné Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

Six Thousand Copies Sold

A recent circular describing THE GROCER'S ENCYCLOPEDIA contained several pages of commendations by wholesale and retail grocers; by manufacturers and food experts; by editors, librarians, and educationists. But even more impressive is the fact, just announced, that **Six Thousand Copies** have been sold. This is wonderful testimony to its practical money-making and money-saving value.

If YOU do not already own a copy, why not make yourself a present of one?

The Grocer's Encyclopedia is the source from which hundreds of up-to-date grocers, scattered throughout the country, are obtaining the information that is creating for them new and higher business reputation and is delighting and astonishing their customers.

Why not help yourself into the same class when you can do it so easily—merely by reading a book which you will find much more entertaining than a daily newspaper?

You will read a few lines here and an article there, and, before you realize it, you will have absorbed a great deal of knowledge on the goods you handle—you will have, at your tongue's end, interesting information that customers will enjoy hearing from you—and that will speedily give you the reputation of a man who "knows everything about all kinds of foods."

You will be surprised to observe what a difference such a reputation will make in the way that people think of you and refer to you. It establishes you as an **authority** in your line of business. Your word and your opinion will carry much more weight than they do to-day.

Such knowledge and such reputation are a great deal in return for an outlay of only $10.50—the price of the Encyclopedia, delivered to you.

Copies can be obtained from **THE CANADIAN GROCER**, 143-153 University Ave., Toronto, Canada.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

Have you any

Beans, Honey Apples, Potatoes

To offer to the Toronto trade? If so, communicate with me

FRED J. WHITE
Fruit and Produce Broker
TORONTO ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery Brokers
Open for one or two good Canadian Agencies.
TORONTO WINNIPEG CALGARY

Kindly Mention This Paper When Writing Advertisers

ONTARIO

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
33 Front St. E., Toronto, Ont.

If you want low quotations on

Japan Tea, Raisins or Tapioca

Write us at once

W. H. Millman & Sons
Wholesale Grocers
TORONTO

Condensed Milk

Well-known British firm having thoroughly efficient organization covering Grocery Trade in every part of the United Kingdom, desire connections with Condensed Milk Factory. Arrangements could be made on Sole Agency basis or otherwise.

Address full particulars of producing capacity to — "C.M.," Street's, 30 Cornhill, London, England.

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:
Edmund Littler,
169 William St., Montreal, P.Q.
W. Geo. Varty,
29 Melinda St., Toronto, Ont.
W. G. Kyle,
261 Stanley St., Winnipeg, Man.
E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

FOR SALE
Choice Potatoes, Selected Eggs, Creamery Butter, Honey, Fancy Dressed Poultry.
C. A. MANN & CO.
78 KING ST. LONDON, ONT.

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

WESTERN PROVINCES

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES (CONTINUED).

G. B. THOMPSON

Wholesale Commission Broker and Manufacturers' Agent.

We can handle a few more good lines. Storage Warehouse and Transfer Track.

140 Notre Dame Ave. E., WINNIPEG

Established 1898

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

W. H. Escott Co.

Limited

Manufacturers' Agents
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES:

Regina — Saskatoon
Calgary — Edmonton

ESTABLISHED 1907

C. S. Turner Co.

147 Bannatyne Ave. East
WINNIPEG

Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

C.H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

509 Merchants Bank, Winnipeg

We have several good accounts, but can give you results on yours.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents

We get the business for others, and can get it for you.

Trackage — *Storage* — *Distribution*

120 Lombard Street, - - WINNIPEG, MAN.

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent

We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue. East. Winnipeg

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

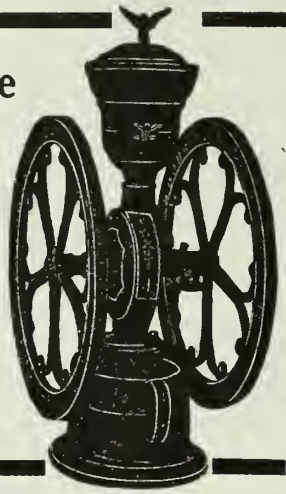
WHEN you consider the extreme care and the expert workmanship employed in the manufacture of this pure jam, you will readily understand why particular people prefer it.

Selected, sun-ripened fruits, purest cane sugar, and careful manufacture combine to make Furnivall's the favorite jam of the Canadian household.

Are you selling it?

FURNIVALL-NEW, Limited
Hamilton Canada

What the Elgin Coffee Mill will do for you



The Elgin National Coffee Mill will steel-cut coffee faster than any other mill of the same size.

It will cut the coffee as coarse or as fine as your customers require.

It gives you a better coffee service at less cost, and puts many extra dollars of profit in your cash drawer.

It stands between you and customer disappointment; the satisfactory service it gives will pull many profitable sales.

Total cost only a few $ $ $ $ $ $

Why not instal an Elgin? Write for booklet 24C.

WOODRUFF & EDWARDS CO.
Elgin, Ill., U.S.A.

Say You Saw It
in
Canadian Grocer

You are invited to share in a profitable business when asked to stock

GIPSY
Stove Gloss

Every tin sold leaves you a satisfactory margin, and makes a satisfied customer. That is surely a worth-while proposition. You do yourself and your customers a good turn when you

Order "GIPSY" from your Wholesaler.

HARGREAVES (CANADA), LIMITED
The Gray Building, 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C

There are so many things for which WONDERFUL SOAP can be used successfully! Housewives think of it first in connection with whatever requires thorough cleanliness and care. Think of the big field of sales here for you. Display Wonderful Soap prominently to-day.

Guelph Soap Co.
GUELPH, ONT.

You Know the Package

It stands for all that is clean, pure and sanitary in food manufacture, and for all that is humane in the treatment of employes.

Shredded Wheat

is in a class by itself. It is the best advertised cereal food in the world—sold in every city, town and village in Canada and the United States. Always the same high quality. If your customers eat it for breakfast, ask them to try it for luncheon with sliced bananas or other fruits.

"MADE IN CANADA"

The Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited

Niagara Falls, - Ontario

56-U

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Advertising a Labor-Saver

The merchant's greatest labor-saver is not necessarily an adding machine. It is more likely to be advertising.

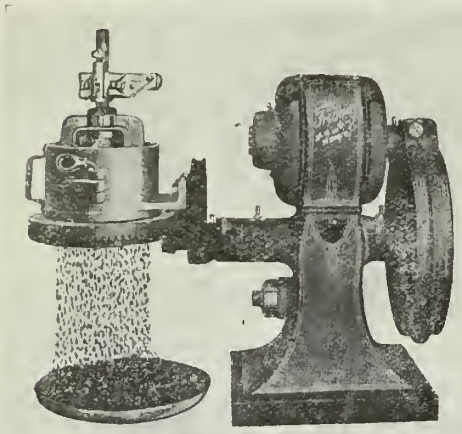
A great factor in the cost of goods is the time it takes to move them. *Advertising and trade-marks,* working together, are the most efficient movers of goods—consequently the greatest reducers of selling cost.

The producer who places his trade-mark on his goods and advertises it nationally, is so sure of their quality that he is willing to stand the full force of possible complaints.

The whole tendency of trade-marks and advertising is to raise qualities and standardize them, while reducing prices and stabilizing them.

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited

Hamilton, Canada

LARD

Pure Lard is high in price and supply not equal to the demand. Let us quote you price on shortening. We put it up in tubs, pails and tins. Also in one-pound cartons.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

Confectionery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags

We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.

Department G

12-14-16 JOHNSON STREET TORONTO, CAN.

Century Salt

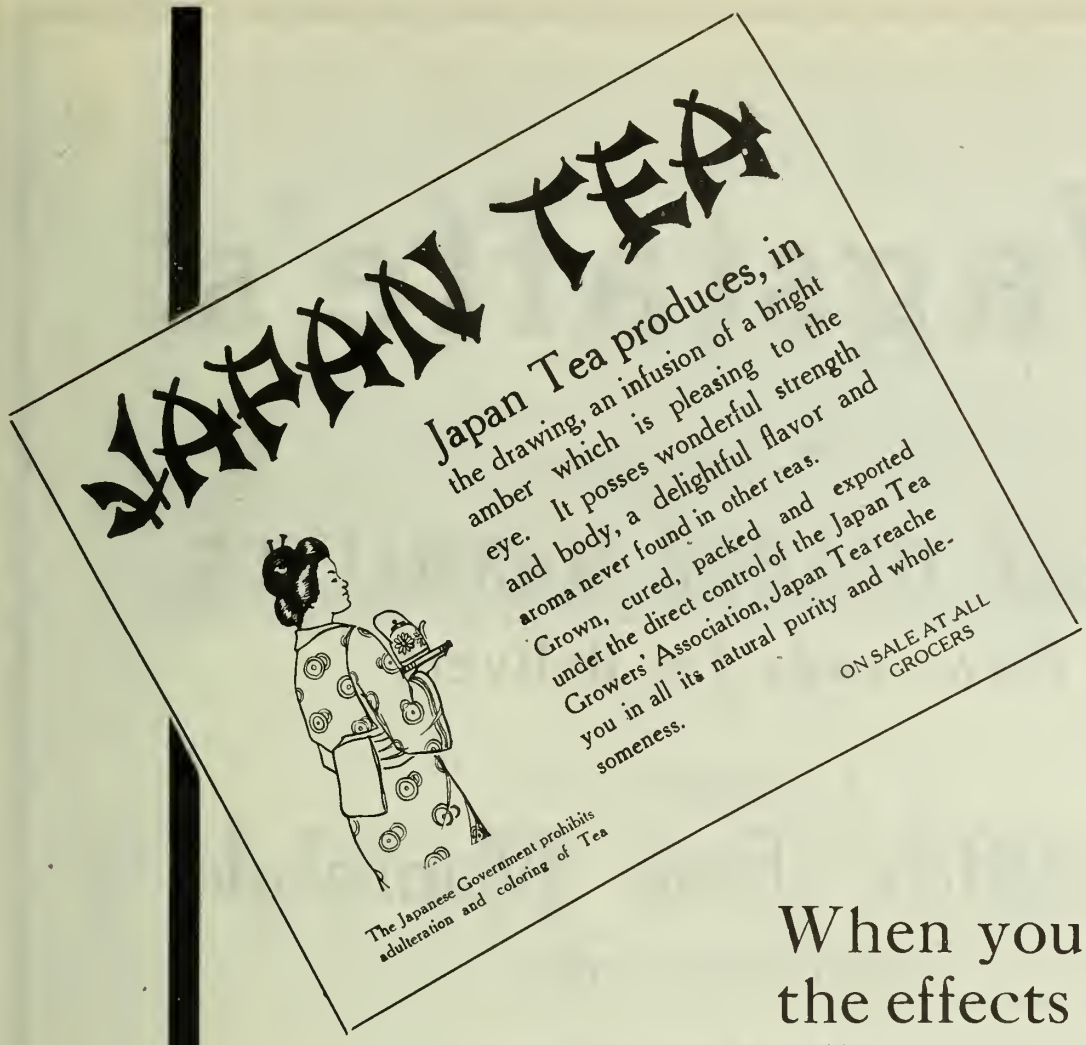
has no peer in quality or selling value

Cheap ingredients being entirely eliminated in its manufacture. Century Salt is pure and high grade in the last degree. Pure salt gives satisfaction to all—to the dealer that sells it and to the discriminating housewife who buys. Hence Century Salt is being handled by quality stores the country over. Dealers find it a positive "repeater" and a good profit maker. Order a supply from us or through your wholesaler.

THE DOMINION SALT Co. Limited

SARNIA - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.


JAPAN TEA
Japan Tea produces, in the drawing, an infusion of a bright amber which is pleasing to the eye. It posses wonderful strength and body, a delightful flavor and aroma never found in other teas.
Grown, cured, packed and exported under the direct control of the Japan Tea Growers' Association, Japan Tea reache you in all its natural purity and wholesomeness.
ON SALE AT ALL GROCERS
The Japanese Government prohibits adulteration and coloring of Tea

When you consider the effects of a carefully planned appeal to the consumer as indicated in specimen ad. here shown, you will understand why Japan Tea is constantly growing in popularity with tea users appreciating unusual quality consistently maintained.

This superior quality wins the approval of the most critical, making firm friends of first users everywhere.

Are you a Japan Tea Dealer?

If any advertisement interests you, tear it out now and place with letters to be answered.

Wagstaffe's

1917 Season's
SEVILLE ORANGE MARMALADE
Now ready for delivery

Suggest

Wagstaffe's Pure Marmalade

with every order

We also make

GINGER MARMALADE
PINEAPPLE MARMALADE
GREEN FIG MARMALADE

Wagstaffe Limited

HAMILTON, CANADA

SELL
PRESNAIL'S
PATHFINDER CIGARS

TEA

Ceylons, Indians, Japans, Chinas, Formosas
AT FIRST-HAND COSTS

Specially selected for the Canadian Trade.
Large selection from Stock or Afloat Teas.

IMPORT ORDERS A SPECIALTY.

Write for samples and quotations, or send us your samples to match. We are Tea Experts with over 40 years' successful trading with Canadian Merchants.

John Duncan & Co., Limited

Established 1866 MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

This Factory

is known to grocers throughout the Dominion as the home of quality, for it produces the well-known

ROYAL SHIELD PRODUCTS

all leaders in their respective fields, with the satisfaction-giving qualities that mean profitable re-orders.

Tea, Coffee, Cocoa, Spices, Baking Powder, Flavoring Extract, etc., carrying the Royal Shield trade-mark can be recommended to the most particular customer in the knowledge that their winning points will make steady custom and better profits.

We guarantee everyone of our customers individual attention and prompt delivery. Whether your requirements be large or small, let us show you what we can do for you. Get in touch with our nearest house and become acquainted with real selling quality and satisfactory service.

Campbell Bros. & Wilson, Ltd.
WINNIPEG
Campbell, Wilson & Horne, Ltd.
Calgary, Lethbridge, Edmonton, Red Deer
Campbell, Wilson & Millar, Ltd.
Saskatoon
Campbell, Wilson & Strathdee, Ltd.
Regina and Swift Current

If any advertisement interests you, tear it out now and place with letters to be answered.

Grocers Working For the Pedlar

Grocers who persuade customers to buy bulk tea are actually working for the pedlar.

When the pedlar comes along he hasn't much difficulty in persuading a woman that his bulk tea is as good as the grocer's. There's nothing distinctive between the grocer's bulk tea and the pedlar's.

But grocers who persuade customers to buy Red Rose Tea are fighting the pedlar.

The pedlar cannot match the distinctive Red Rose flavor, richness and smoothness. He cannot call his tea Red Rose Tea, nor sell it in the distinctive Red Rose package. Neither has his tea the national prestige for splendid quality and value that Red Rose Tea enjoys. The pedlar would indeed have a hard road to travel if all grocers were to push Red Rose Tea.

Are you making it hard or easy for the pedlar?

T. H. ESTABROOKS CO., LIMITED

St. John, Montreal, Toronto, Winnipeg, Calgary

Red Rose Tea

"is good tea"

Make a Window Display of

"KEYSTONE" Household Brushes

Educate your customers to buy the best quality brushes. Talk about the bristles that won't come out — the bristles that stand up under hard use and won't spread. Talk of the extra long service Keystone Brushes give. There's money in it for you.

For prices, etc., write

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

EUREKA

—the common-sense refrigerator

When you get a refrigerator, get one with an unbroken record of service and satisfaction-giving, a refrigerator embodying all the most practical ideas in economical efficiency — namely, the

EUREKA

Don't take chances on the inferior imitations. The best is the cheapest in the long run. Write now for the Eureka book that tells you all about this money-making refrigerator.

Eureka Refrigerator Company
Limited
31 Brock Ave. TORONTO

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

If any advertisement interests you, tear it out now and place with letters to be answered.

Distinctive Packages make effective displays

You know

Robinson's "Patent" Barley and "Patent" Groats

Your customers know them also. Their quality is world-famous; their popularity world-wide.

Are you profiting through the demand for Robinson's? You will if you suggest sales by a neat little display. Always keep it where the housewife will see it. Repeat sales are assured.

Canadian Agents:

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL — 30 Church Street, TORONTO

Housewives Like Package Goods

They like clean, strong bags and cartons which can be used without emptying.

Lantic Sugar

packed at the refinery is the favorite sugar of Canadian women.

2 and 5 lb. cartons. **10, 20 and 100 lb. bags.**

Atlantic Sugar Refineries, Limited

St. John, N.B. **Montreal, Que.**

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXI. TORONTO, JANUARY 19, 1917 No. 3

The Christmas window of W. V. Webster, Trenton, Ont., winner of first prize in Class A.

Results in Christmas Window Contest

The Windows Entered in This Contest Unusually Attractive — Excellence of the Display Makes the Matter of Decision Difficult—Selling Power Used as a Basis—Some Descriptions of the Winning Windows.

THE CANADIAN GROCER'S Christmas window dressing contest proved to be one of very unusual interest this year. There was a very good representation of contestants in each class, and the quality of the windows submitted were far and away above the average of such contests. Indeed, so attractive were all the displays that the judging board, composed of a group of MacLean Publishing Co. editors were at considerable difficulty to reach a decision. As the idea of a window is to sell goods, the selling value of the display was figured as of first importance in making the selection.

The window of W. V. Webster, of Trenton, Ont., was chosen as a window of unusual attractiveness to the average Christmas shopper, who as a rule sees things more or less from the standpoint of the children. It is a window that stands out and assures the attention of the passer-by, and the general scheme is most attractively worked out.

The window of J. F. Funerton, Kelowna, B.C., was trimmed and submitted by Ernest Lawley. The frame of the window was decorated with red, white and blue fancy paper. Four Christmas

bells were hung from the top. The bottom of the window was made of cranberries, with plates of fancy candies, crystalized cherries and ginger. The Christmas and New Year mottoes were made with cheese box lids covered and filled with powdered sugar. The lettering was done with crystallized cherries. Boxes of oranges, apples and dried fruit formed the middle of the window, and the background was built up of canned goods. Fancy candies and Christmas goods formed a pyramid in the centre, while the side shelves were trimmed with bright-colored bottle goods. It was judged that these two windows possessed each in its class the maximum of selling power.

Close Contestants for First Place

The Island and Bamford design that won the second prize in class 1 took great advantage of the idea of conventional design. A regular pattern worked out on the floor of the window with colored candies, nuts, etc., with a background of bottled goods, made a display that it would be hard to criticize; in fact, the windows of Island and Bamford and W. V. Webster were very closely canvassed by the judges, and it was only the unusual Christmas significance that gave Mr. Webster the advantage.

The Kent & Brown window, submitted by Harold Crone, shows a most unusual effective handling of a double window.

In class 2, the D. D. Campbell display was judged to have very unusual selling qualities owing to its graceful display of all the Christmas requisites; while the Mackenzie Co. window made a very effective use of package goods in their display. As all these windows will be illustrated in subsequent issue, it is unnecessary to describe them in detail here.

Prize winners in Christmas Window Competition.

Class 1.

First Prize.—W. V. Webster, Trenton, Ont.
Second Prize.—Island & Bamford, Toronto, Ont.
Third Prize.—Kent & Brown, Moose Jaw, Sask.

Class 2.

First Prize.—J. F. Funerton, Kelowna, B.C.
Second Prize.—D .D. Campbell, Kelowna, B.C.
Third Prize.—The McKenzie Co., Ltd., Kelowna, B.C.

Windows Favorably Mentioned

There were several other windows in the contest that won very favorable comment. Among these were the window of B. C. Watson, Leamington, which was dressed and entered in the contest by Ted Locke. The centre of this window was made up of a very attractive conventional design of colored candies, while the centre and back was made up of package goods most effectively arranged.

Ruppell & Co., of Elmira, Ont., had another window of very attractive design, mainly featuring package goods. Flags were most effectively used in this display. G. F. Granger, of Toronto, had a fruit window that certainly left little to be desired.

Altogether, the CANADIAN GROCER looks upon this contest as one of the best in its history. Certainly the displays received show a very high order of decorative ability, and not only is this so of the larger centres, as the fact that one small British Columbia town had three successful contestants, any one of whose displays would have done marked credit to any of our larger city stores.

Mahar Liquids, Ltd., Edmonton, will erect a plant costing $25,000 for the manufacture of soft drinks, and employing thirty hands. The firm, of which E. J. Mahar is president, succeeds the Edmonton Bottling Works.

The attractive window of J. F. Funerton & Co., Kelowna, B.C.,, winner of first prize in the Class B Section.

Charging Interest on Accounts

By Walter E. Lear

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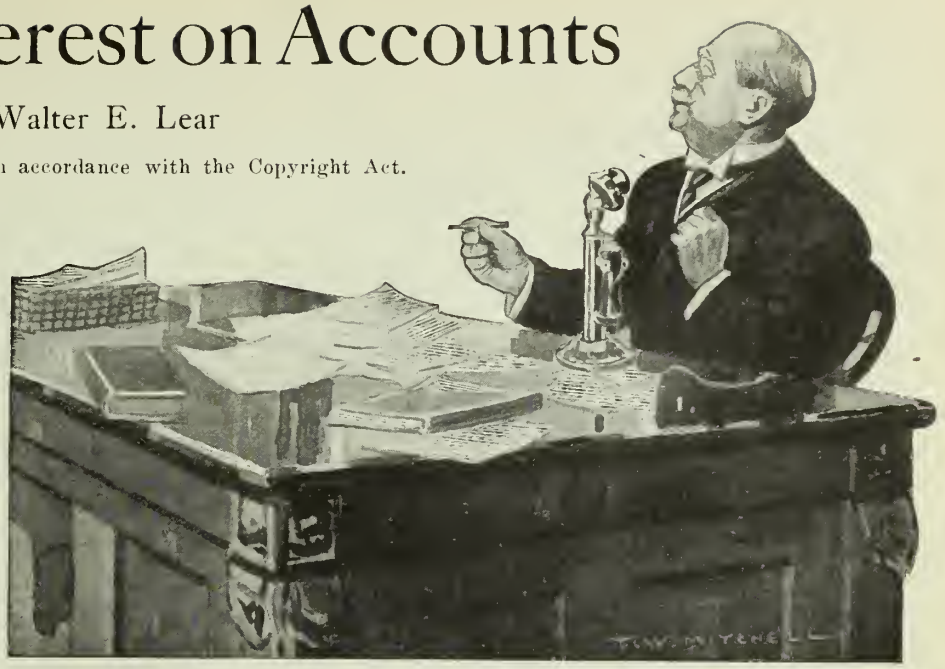


Is it legal for a merchant to charge interest on accounts? If so, when can he start to add interest? And how much interest can he charge under the law?

YOUR question is simple enough as asked, but to give you a short, simple answer would be dangerous. The answer to the above question all depends upon the particular circumstances of each particular case.

Let me take the retail merchant first. A customer telephones in an order for goods. The merchant delivers the goods. If this is the first order the merchant has received from the customer and if the customer has not asked for credit for any stated period, then the law presumes that the customer agreed to pay cash for the goods, either on delivery or upon the receipt of an invoice. In such a case, if the customer does not pay up at once, the merchant is entitled to charge 5% interest on the amount so overdue. He cannot charge a higher rate than 5%, no matter how his invoices may be drawn. Statements printed or stamped on invoices to the effect that *interest will be charged upon all overdue accounts at the rate of* 8, 10 *or* 12%, have no effect whatever, in such a case, because the customer did not agree to pay any such rate of interest and it always takes two to make a contract which the law will enforce.

Now supposing the customer has been in the habit of dealing with the merchant and the merchant has been in the habit of sending out monthly statements. Here the law presumes that the customer will pay the account within a reasonable time after it is received. If he does not do so, then the merchant is entitled to charge 5% interest on his overdue account, but no more, because the customer did not agree to pay any rate of interest at all and it is only by operation of the law that the merchant is entitled to charge the 5%. The law permits the merchant to charge the legal rate of 5% interest from the time when the customer should have paid the bill until such time as he actually does pay it.

WALTER E. LEAR.

Again, a prospective customer writes in to either a wholesaler or retailer and asks on what terms goods will be supplied to the customer; then is the time for the merchant to mention what rate of interest he will charge on all overdue accounts. He can thereafter collect any rate he mentions in his reply, because *the Interest Act,* Revised Statutes of Canada (1906), chapter 120, section 2, provides: "Except as otherwise provided by this or by any other Act of the Parliament of Canada, any person may stipulate for, allow and exact, on any contract or agreement whatsoever, any rate of interest or discount which is agreed upon." But, if the merchant fails to mention interest on overdue accounts, he will be allowed only 5% interest from the time when they should have been paid until the time when the accounts are actually paid. The letter asking for credit and the reply by the merchant when read together constitute a contract or agreement, provided that goods are ordered by the customer. The merchant cannot collect a higher rate of interest on overdue accounts than the customer has agreed to pay, but the customer must pay at least 5% interest on his overdue accounts, because the law presumes that he will pay his bills as they become due, according to the terms of credit agreed upon.

There is one exception to what I have just been saying as the merchant's right to stipulate for and recover any rate of interest on his overdue accounts. The above is perfectly good law so long as the rate of interest mentioned is so much per centum per annum, but for some unknown reason merchants have the foolish habit of printing statements on their invoices to the effect that interest at the rate of 1% per month will be charged on all overdue accounts."

If such statements are made in a reply to a letter asking for credit, or on invoices, etc., they have the effect of reducing the rate of interest which may be collected to 5%, because by section 4 of the above Act it is provided: "Whereby the terms of any written or printed contract, whether under seal or not, if any interest is made payable at a rate or percentage per day, week, month, or at any rate or percentage for any period less than a year, no interest exceeding the rate or percentage of 5% per annum shall be chargeable, payable or recoverable on any part of the principal money unless the contract contains an express statement of

(Continued on page 29.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, Limited

JOHN BAYNE MACLEAN - - *President*
H. T. HUNTER - - - *Vice-President*
H. V. TYRRELL - - *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES:

CANADA—Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address. Atabek, London, England.

SUBSCRIPTION: Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXI. TORONTO, JANUARY 19, 1917 No. 3

PEOPLE are asking for explanations of the advance in foodstuffs. Are they clamoring for an investigation into the increase in earning powers?

* * *

THE Ottawa *Journal* is responsible for the statement that the Militia Department feeds it's soldiers at 33 cents a day. That is surely the least expensive thing we have heard of the Militia Department doing in many a long day.

* * *

THOSE enquiring ones who started out in Chicago to see if they could live on 40 cents a day for any length of time after a day's notoriety have faded from the public ken. The solemn fact is that the investigation serves no useful purpose. None of us are going to live on 40 cents a day if we can help it even if a few enthusiasts should prove it to be a possibility.

* * *

THE Doukhobors of British Columbia have donated a carload of jam valued at $5,000 to the returned Canadian soldiers in hospital in different parts of Canada. As a people the Doukhobors are opposed to war, but their sympathy for the men who have suffered in the flame of war is a tangible thing. The returned soldier is a common sight now. He gets little attention. Perhaps the Doukhobors' gift has its lesson for us all.

* * *

IT WOULD seem that the Germans are solacing themselves for their lack in potatoes by an increased consumption of the friendly weed. The growth of Tobacco has increased, according to their government statistics there were 31,396 acres of tobacco against 22,277 in 1915 and 25,587 in 1914. At that considering the number of Fritz' that still remain they can't afford to be very heavy smokers.

WISDOM IN CAUTION

IT IS being predicted in American Canning circles that this winter is going to see a regular famine in canned goods across the line. The pack there, as well as in Canada, has been exceptionally small and there appears to be very little stock in reserve. It is an interesting sidelight on the commercial situation that, despite the enormous increase in the price of canned goods on both sides of the line, stocks have been pretty well cleaned up even this early in the season; another indication perhaps of the fact that people are, generally speaking, unusually prosperous. Some American trade papers are using these facts as a text for preaching the wisdom of extensive buying of canned goods. In this matter CANADIAN GROCER cannot see eye to eye with them. It is a bad thing to be short of goods unquestionably. There is a wise saying, however, that runs: "Of two evils choose the least," and the least, in this instance, at present prices, would seem to be being short in stock rather than over.

ANOTHER APPEAL FOR INVESTIGATION

THE Civic High Cost of Living Committee of the City of Brantford, Ontario, is bound that there shall be an investigation of some sort. Despite the fact that Hon. T. W. Crothers, Minister of Labor, had taken no action on a previous request, another formal appeal for an investigation into the high cost of canned goods has been made. The committee backed their request by a rough estimate of the costs of canning certain articles, derived from information gleaned regarding a near by canning factory. The committee also strongly urged the removal of the prohibition against oleomargarine.

The costs of handling and distributing goods are undoubtedly high, but no investigation, of an official nature, that has yet come to our notice, has given proof of any undue profits, nor has any suggested a means for lessening the other costs.

The appeal for the removal of the prohibition against Margarine is of a more practical nature and is one that can have the most emphatic approval of the great mass of the public.

PLAIN WORDS

A. A. AYERS of Montreal, in speaking before the Eastern Ontario Dairyman's Association in Napanee, recently gave voice to some vigorous suggestive words:

"Laborers in Montreal, who formerly worked for from $1.75 to $2.50 per day, and now obtain $3.50 to $5 and more, are making cheap politics over the price of dear food and have induced the Government to make extensive enquiries as to who is responsible for dear prices. These people accept war wages and expect food at peace prices; one would think that they had never heard of the war.

I heartily wish that a number of farmers who have been selling cheese at 25 cents per pound and butter at from 40 to 44 cents in the country would go to Montreal and have the argument out as to whether the farmer should take less when he is selling for double price or the laborer pay more when he is obtaining double price for his labor.

The plain facts are that the war has advanced the price of food and wages both alike. These are not the days for either farmers or city people to grumble."

There is more horse sense in these words than in most of the oratorical periods addressed to the government on the High Cost of Living subject. It is a comfort in these days of agitations to find a man who can not only talk but think straight.

MARKING COLD STORAGE EGGS

THE Department of Foods and Markets of New York state this summer promulgated the opinion that all eggs preserved in cold storage should be so marked that there should be no doubt on this matter. Egg dealers have been vehement in their arguments that such an idea was preposterous. They have gone so far as to hail State Commissioner J. J. Dillon, who is responsible for the suggestion, into court, in an attempt to restrain him from putting the rule into effect. The defendants claim that as every egg has to be handled in any event on coming out of cold storage the marking of them entails little extra trouble.

The common sense and justice of the contention seems to lie with Mr. Dillon. If eggs are intended to be sold as cold storage stock, there is surely no great injustice to the jobber in having them so marked. The only possible objection, aside from the slight additional trouble involved, is that they would be less subject to misrepresentation, and less open to definitely fraudulent sale. Why should the fraudulent dealer's preference be considered? To make fraud more difficult is surely a good thing for both wholesaler and retailer and the weight of enlightened opinion must surely favor the contention of Mr. Dillon who wants cold storage eggs to travel under their true colors.

THE CASE FOR MARGARINE

THE Eastern Ontario Dairyman's Association recently in session at Napanee, Ont., placed itself on record as petitioning the Government against any weakening of the prohibition on the importation and manufacture of oleo-margarine. There is a striking unanimity among all the dairy interests on this point. It would appear that they are profoundly distrustful of any such innovation. One cannot help wondering why? The price of butter this year has certainly been abnormal. The cry that the advance in the price of stock food has eaten up the advance can scarcely be substantiated. Milk and milk products have doubled and more than doubled in price while the price of mill foods has advanced barely 50 per cent. This still leaves a fair margin of increased profit. It is also urged that the export of Canadian butter has been abnormal due to war conditions, conditions that cannot possibly continue to obtain after the war, that this falling off of export will materially affect the price of the product in Canada. There is a certain superficial force in this argument. But are we sure that these exports will fall off? Can we give any good reason why they should? Some urge that the diminution of supply from Russia and the Scandinavian countries has been responsible for the increased demands for Canadian products. The fact of the matter is that Britain's imports of butter have fallen off nearly 2,500,000 boxes since 1913. Practically all this decrease has been due to the falling off of the output of the section named, a demand that even Canada's increasing exports have not been capable of meeting. This would seem to suggest that the demand for the Canadian article is liable to be constant and that no relief in the matter of price is to be expected from this source.

It is a question then why a high protective wall should be built around an industry whose prices have shown an increase of 100 per cent. in a year, to the detriment of the consumer, who despite all that may be said of better labor conditions has certainly not prospered to the same extent.

In dealing with the subject of margarine a good deal has been said regarding the attitude of the United States to the product. There is at present before Congress a bill introduced by Representative Aswell of Louisiana to reduce the tax on Oleomargarine from 10 cents a pound to 1 cent. In commenting on this new bill the Providence *Journal,* an organ whose opinion bears a good deal of weight, speaks as follows:

"The bill will awaken the butter interests at once. Chemically, butter is nothing more or less than oleomargarine. Good oleomargine is better than mediocre butter, yet the butter interests cry out against the production of a substitute which chemically is the same as their own, and in many instances better. Representative Aswell declares that his bill will reduce the cost of 150,000,000 pounds of food a year. Anything to reduce the cost of living should be acceptable to the public. The Government should not impose a tax upon any product to favor special interests, and, although the butter men will no doubt rouse themselves to the present emergency, there is hope that the Aswell bill will pass both houses of Congress."

The contention that the Government should not impose a tax on any product to favor special interests is surely wise enough to have some bearing on the same question at issue in Canada.

Accounting for Retail Merchants--III

The Advantage of Simplicity in Bookkeeping—Continued Work on Routine Entries—Philosophy of Discount—Other Important Points

By Henry Johnson, Jr.

AMONG your petty voucher slips are several items of expense. One such is a can of axle grease, selling for 15c, which was taken yesterday to use on truck wheels, the elevator runway, etc. How did you handle it?

As every thoughtful merchants knows, that was a case where merchandise contributed something to expense; so expense must be charged and merchandise credited. "But," says the "busy" storekeeper and also the busy merchant, though not so frequently, "I have not time to make an entry for each such little item. Better just let the boys take it—too small to bother with!"

Your attitude is not justifiable, for just such "little things" militate against your annual profit-account and lead to your wondering wherein the deficit occurs when you cast up on or about December 31; but there is something in what you say, nevertheless, and a good system must provide for such things without entailing unnecessary expenditure of time—yours or somebody else's. So here is the correct procedure:

Take the can of grease to the register. Make a "paid out" slip "Expense, grease, 15c," and ring it up. Then ring up a 15c sale. See how simple? In this way the smallest expense can be cared for without "too much trouble."

Similarly, you may buy a barrel of motor lubricating oil, having in mind your own cars only. But that item should not be charged directly to "barn," nor should the barrel be placed in your garage, for that will lead to careless, wasteful handling. Take the barrel in as merchandise and put a regular selling price on it by the gallon. Then you can sell it to anybody. When your driver runs short, let him "buy" a gallon—or two, or any other quantity, at regular price. What he takes is charged up on a "paid out" slip, as before, and the sale is rung up.

All such items show up among the "PVs" next day. So, when you have them sorted and pasted, the total of those chargeable to expense is to be written into the journal, same as the PVS under mdse. Amount is extended into the column headed expense.

Next take your check book, as you did with mdse., for items of expense paid by check. There is, let us say, a repair bill for glass, varnishing, etc., on a damaged show case—$4.80. That is entered Matz & Co., $4.80, extended, as above, into the expense column.

NOTE.—Do not hurry.—Do not get nervous if your daily entry-work does not get finished up for these first few weeks. Keep your P.V. records as I have instructed, separated and pasted into the book. Keep original records in the safe. The only thing you need to do every day is balance your cash; and that, I take it, is something you have done and are now doing every day in any case. Handle your cash by a register system preferably, but run it along in any way that will keep you in touch with it—you must do that under any system anyway. When we have digested the entire round of routine entries you will be able to go back and make up the entire set of books in a few hours, after which you will need, as I have indicated, about thirty minutes daily to keep your regular accounts.

This is one vast advantage of simplicity. That "getting behind" is not a tragedy. The greatest advantage, perhaps, of this system is that each day stands alone, as will appear later on. Thus, if you have some trouble or hitch one day, that will not interfere with your doing to-morrow's work right along, finishing up as you go; for you can keep the troublesome day open until you solve the difficulty.

Discounted Expense Bills

But there is an item for some envelopes you have had made up specially. This is from McCann & Co., $18, subject to 2 per cent. for cash—and you have taken the discount. Look up at what you did with mdse. discounts and handle this the same way. Write Mats & Co., $18.00—.36, putting the 36c into the small column and the $17.64 into the expense column. Now write the 36c just below the $17.64 in the expense column.

Here you have, as your fine pencil figures will show when you add as you did in the mdse. column above, $17.64 and $4.80, and 15c—total, $22.59. Enter on the right-hand page, directly under the words, "Mdse. A/c.," expense a/c., $22.59, the figures $22.59 to go into the column headed Cash. Next drop down to the line below your former discount entry and insert "expense discount," and carry the 36c into the column headed Discount.

I shall discuss this way of handling discounts below.

Meantime, you have both PVs and checks for wages paid; and let me say a word here. The simplest way to handle cash wage-payments is to enter directly into the PV book, allotting the right number of lines for the number of payments to be made on your pay day. Then write the entries in advance as follows:

Jan. 6, 1917—Paid wages in full to date, inclusive:

Nickerson	$12.50	.....
Bogue	14.00	.....
McDonald	8.00	.....

Then, as each one is paid, have him sign the line following his item. Then the page will look like this:

Nickerson	$12.50	H. J. Nickerson
Bogue	14.00	Wm. F. Bogue
McDonald	8.00	Jennie McDonald

and so on until the list is complete. When all of them are paid, make one "paid out" for the total and ring it up. This you can paste into the book merely to show that you have accounted for it in the cash register.

Checks for wages should have written, immediately below the amount line, "In full settlement to date (or insert date to which settlement is made) inclusive."

Here, then, on the PV book and in the endorsement on your checks you have the recipient's receipt in each case. And why "inclusive?" Because many "settlements" are not settlements at all, because not receipted for plainly to a definite time. The words "to date" are insufficient, because TO date may mean up to to-day, or in full to-night. "To date inclusive," or "to Jan. 6 inclusive," means that we are square to the end of the day on which payment is made. Always write "inclusive" as a matter of habit on all settlement papers, for that will save you many an odd dollar now paid out "to avoid dispute." You will soon see, too, that it is the easiest thing in the world to get a clean receipt at time of settlement, though it may be hard, or impossible, to get such receipt later on; and a clean receipt is often a mighty valuable thing to have.

Final Routine Work

Column 4 on debit side of the journal is headed wages. Into that column naturally goes the total paid for wages. Say you draw $25 a week yourself and that you paid by check a settlement of $21. Put your own wages in, and take them out in cash, the same as any other clerk. You have a total of $80.50, which carry into wages column on debit side and enter below other items on the credit side in the cash column.

You pay an advertising bill $20. That is entered and carried into the sundries column, as you have no special column reserved for that account at present.

You pay $30 interest, so that is run into the sundries column also.

I shall leave further work now until next week; but let me outline why discount is handled as I have indicated.

There are two reasons: one theoretical, the other practical. The theory is that discount is capital-earnings. If you have the money—either your own or borrowed to take discounts—you take discounts. If you have not the capital, you pass the discounts. Thus, what you take must be credited to capital, via loss and gain. Discount is separated on the debit page for clarity and convenience in carrying it to discount's credit on the credit page; but you will see that the amount is run into the debit of mdse, expense, etc., just as if it had not been taken. Hence, mdse., expense, etc., pay full prices, getting no advantage from discount.

Similarly, interest is charged into the account of interest and discount, as will appear later. Thus it becomes a charge against, for the same reason that discount is a credit to, capital.

The practical reason for this method lies in the fact that thus you treat your mdse. and expense accounts rather badly, in that you work against them all the time, making them appear at their maximum cost. This is another buffer—and a splendid one—to prevent you from fooling yourself. Nothing like showing up every outgo at the maximum to keep a merchant's feet on the ground and his head out of the clouds!

Prices of Cans Advance 50 Per Cent. for the Coming Year

New Prices Made Public Show a Most Decided Advance— An Increase of Five Per Cent. Over Last Year— An Increase of Over 100% Over 1915.

THERE has been much talk of the probable trend of canned goods prices for the ensuing year, and a good deal of speculation as to the likelihood of an increase or decrease. Elaborate estimates of cost based on probable costs of raw material have been made, but up to the present nothing definite has been known.

It is known now, however, that one item at least has advanced and advanced very sharply over the prices of last year. Tin plate has been expected to be one of the outstanding items in any increase and it has abundantly justified the expectation. The increase in this commodity has been an item of 50 per cent. With this as a basis, the can manufacturers have finally made public the prices for the present year.

The prices quoted are: 2½ cans, $33.65 per thousand, against $21.24 per thousand for the same goods last year, and for the No. 2 can the price is set at $26.06 a thousand, an equally heavy increase over the preceding year.

When it is remembered that just two years ago these No. 2 cans could be purchased for $12 per thousand, it can easily be realized that the actual costs of producing the canned article have been a very decisive factor in the case. Canners estimate, too, that they will have to pay a considerable increase to secure their contracts of goods. There is also the items of labor, boxes, labels, etc., all of which are likely to be materially increased according to present indications. According to one authority, who is prominently interested in the canning industry in Canada, if none of these estimates go wrong at the last moment it is going to actually cost at the least $1.05 per dozen to actually produce all varieties of canned vegetables.

SALMON PACK REACHED 7,000,000 CASES

Despite the fact that this is considered an off year in the salmon canning industry, the pack, according to the latest available statistics, is estimated at 7,000,000 cases. About half of these come from the Alaska canneries. The British Columbia pack is estimated at 1,150,000 cases. The pack is divided as follows:—

Alaska Red, 2,200,000 cases; pinks, 1,500,000 cases; king and medium red, 250,000 cases; chums (still packing), 400,000 cases.

British Columbia—Sockeyes, 250,000 cases; pinks, 250,000 cases; cohoes and springs, 250,000 cases; chums (still packing), 300,000 cases.

Puget Sound Chums (still packing), 500,000 cases; cohoes, 200,000 cases; sockeyes and springs, 100,000 cases.

Columbia River and Oregon points, all kinds, 700,000 cases.

CURRENT NEWS OF THE WEEK

The Aylmer Canning Co. have received a large order from the Government for pork and beans, and started putting them up for the first time in that factory on Dec. 19. The order is to be completed by the first of the year. The Government is sending a military official to see that the pack is put up according to contract.

FOREIGN SARDINES ARE SCARCE

Because of the large demand from European markets, Portugese sardine handlers have advanced their prices to American buyers. This is likely to a great extent to curtail the supply available in this country. The French sardine industry has been a practical failure this year, and there is little likelihood of obtaining sufficient suppliies from this source also. Generally, the outlook for foreign sardines is anything but rosy.

ERROR IN ADVERTISEMENT CORRECTED

In the advertisement on the front cover of our issue of January 5 of The Welch Co., Ltd., St. Catharines, Ont., a printer's error occurred in the list of 1917 trade prices. The ten cent size, six dozen to the case, was given at $5.20 a case and $8.75 a dozen. The $8.75 price was wrong. It should have been $.875 per dozen, which no doubt would be evident to all of our readers in view of the per case price.

CHARGING INTEREST ON ACCOUNTS

(Continued from page 25.)

the yearly rate or percentage of interest to which such other rate or percentage is equivalent."

I wish to particularly warn merchants from collecting interest, upon the assumption that they have the right so to do, because they have such notices printed on their invoices. The rate of interest sought to be charged must be stated at so much per centum per annum, not 1% per month. If the merchant collects 1% per month interest from any customer, then the customer has a right action against the merchant, for section 5 of the Interest Act, provided: "If any sum is paid on account of any interest not chargeable, payable or recoverable under the last preceding section, such sum may be recovered or deducted from any principal or interest payable under such contract."

My answer to the above question is, that a merchant may collect any rate of interest on overdue accounts, which the customer has agreed to pay, provided that the rate of interest is so much per centum per annum; and in case where no rate of interest has been agreed upon, then the merchant is entitled to collect 5% per annum on overdue accounts, from the time when they ought to have been paid until the time when they actually are paid.

Retail Merchants of Ontario Appeal Against the Peddler

Arguments Advanced to Prove That the Peddler is a Menace to the Retailer—How He Exerts an Unfair Competition

THE transient trader, or peddler, has in some centres become a very serious menace to the established trade. These peddlers who do a cut-price business, in many centres are, of course easily enabled to cut under the figure that for the established retailer would be only a fair margin of profit. Their place of business being mainly located under their own hat they have no taxes to pay on the property, while the license fee that they are compelled to pay is in no way a compensation for the grocer's rent charges. These traders have been increasing in such numbers that they have become a decided menace in various places, and they have spread into all lines of trade, so that their activities are not of moment to one class of dealers alone.

As these transient traders operate no established business they are not an asset to the community in which they exist. They are not even of real benefit to the consumer. They do indeed cut prices which may accrue to the advantage of the individual for the time being, but having no established stand and no business obligations, they serve the public only when they can do so to their own decided advantage. Nor do they always operate in what may be described as a legitimate way. It has been brought to our attention that not infrequently these peddlers, when their right to trade in any town has been questioned, have flashed in the faces of these officials a county license to peddle, and have claimed that this gave them liberty to operate anywhere within that county. In this way many of them have been enabled to trade in a community absolutely in defiance of the actual law. The difficulty in this connection is that many officials in small communities do not know just what their powers are, and consequently have been prone to accept the word of a brazen peddler as to their legal rights.

For this reason we are calling attention to an amendment to the Municipal Act, Chap. 34, which, after outlining the powers of a county to pass by-laws, states: "A by-law of a county passed under this paragraph, shall not have force in a town which has passed a by-law for a similar purpose." In other words, the acts of a town take precedence over those of the county in which the town is situated, and no peddler can lawfully present a county license in any town where there is a license by-law in operation.

In recognition of the dangerous element that the transient trader and peddler is introducing into the retail trade, the Retail Merchants' Association of the Province of Ontario is issuing a petition urging the Provincial Government to make some changes in the law governing this matter. This petition reads as follows:—

"We, the undersigned retail merchants, doing business in the municipality of desire to call your attention to the fact that the present Act which gives municipalities the power to regulate and license peddlers and transient traders, is by no means satisfactory.

"In calling your attention to some of the objections to this Act, we recognize that it is too large and important a subject to deal with in this brief memorial, and we would therefore request you to appoint a small committee from the members of the Legislature, before whom we would be pleased to submit the evidence which has been gathered by the executive officers of the Retail Merchants' Association of Canada, Ontario Provincial Board, on this important subject, and the proposed amendments to the Act which we think are necessary, both in the interests of the residents of the various municipalities of Ontario, as well as dealing fairly with those resident retail merchants who have their capital invested, and who are assisting to build up every city, town or village in the province."

Wholesaler Urges Net Contents on Cans

Experience Teaches Labeling of Cans a Benefit—Wholesaler Considers Clause a Protection to Trade—Claims Can Labels Often Misleading

IN a recent issue we noted the fact that there was a strong probability that at the coming session the matter of having the net contents of canned goods placed upon all labels will be taken up. At that time we noted some objections taken by some of the larger canning interests stating that the proposed reform was one in name only and served no useful purpose. It was urged by these canning interests that no one paid any attention to these marks in the United States, where they had to be used, and that, generally, the innovation would entail a considerable increase in labor without any compensating protection for the public.

It appears, however, that there are two sides to this question. We have recently received a letter from Geo. C. Benjamin, manager of the MacCoshan Brokerage Co., Edmonton, urging the other side of the question.

Urges Advantage of Net Contents Rule

Mr. Benjamin states that he noted in an article appearing in CANADIAN GROCER, that some canners took exception to the benefit to be derived from labeling the net contents of cans. He points out that as a salesman having had large experience selling canned goods in the United States, he noted that the retailer would invariably pick up your samples or labels and compare the price against the net contents of the can. The retailers in the United States, Mr Benjamin claims, look upon the "Pure Food and Drug Act," that contains this labeling clause, the greatest protection that the retail trade has.

In Canada, he states, it seems to be sufficient to make a distinction only between light and heavy syrup, no mention being made of the quality of the actual goods in the can.

He adds:—

Beans Steamed, Not Baked

"The writer is given to understand that this year some definite effort will be made to establish standards for canned goods. And this also refers to canned meats, as they are badly in need, especially pork and beans, of being standardized.

"Take, for instance, the label, "baked pork and beans." I do not think, with the possible exception of one or two firms manufacturing in Canada, that there is such a thing as baked pork and beans. The product being entirely produced by the steam process in the cans, and as such should be labeled, "steamed pork and beans." This can very easily be verified by looking at the contents of the average can."

—⚙—

C. W. Griffiths, of G. W. Griffiths & Co., Ltd., manufacturers' agents, 140 Princess street, Winnipeg, is planning a trip to Eastern Canada.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

The stand formerly occupied by H. J. Leaman at 286 St. George street, Moncton, N.B., has been taken over by Bayley & Co., who will conduct a first-class grocery business.

Quebec

A. E. Cox of the Cowan Co., spent the current week in Quebec on business.

Harper Gray of Gunn Langlois & Co., returned this week to Montreal after a business trip in Ontario.

The Canadian Fisheries Association have a meeting in prospect for the end of the present month in Montreal.

H. J. Newby of John Duncan & Co., is in Newfoundland this week, and E. N. Marceau is visiting Quebec City.

Cecil T. Gordon, Agent in Montreal for the Dominion Canners has left for a six week's business trip to Europe.

Adolphe Goldstein, for many years a manufacturer of tobacco and cigarettes, died at his home in Montreal on Jan. 9

J. A. Paulhas of the D. Hatton Wholesale Fish Co. is expected back in Montreal about the end of this week or beginning of next week.

Armand Chaput of the firm of Chaput Freres et Fils, Montreal, spent last week and part of the present week in New York on business.

John O'Donnell of Kearney Bros., Montreal, and one of the best known men in his line, being a director of the Dominion Commercial Travellers' Association has resumed his rounds in Quebec province following the holidays.

That some of the farmers of Quebec are likely to put less rather than more ground under potatoes this spring on acount of the cost of seed potatoes was learned by T. Johnson Fruit and Vegetable Dealer, Bon Secours Market, Montreal.

Zephirin Hebert, President of Hudon Hebert etc. Cie has returned to Montreal, after taking a prominent part in the Bonne Entente celebrations in Ontario during the return-visit of the Quebec province delegation, Mr. Hebert was greatly impressed by the welcome afforded the delegation by the people of Ontario.

G. C. Duncan, manager of the Montreal offices of the Cowan Cocoa and Chocolate Co., has returned from Toronto where he attended the annual conference of the firm's executives and representatives throughout Canada. Mr. Duncan reports a very interesting and successful conference held on Jan. 8, 9 and 10 with representatives present from Coast to Coast, Montreal's other representatives from the firm's staff here were P. R. Minto, sales manager, M. F. Keegan and A. E. Cox the firm's representatives in Quebec provincial territory.

Montreal Produce Merchants' Association met in annual general session in the Board of Trade Rooms on January 12th, A. H. Dalrymple, President, occupied the chair, and the annual report was read covering the doings of the Association with especial emphasis on transportation activities, Treasurer John Wilson's report was approved. A resolution was passed thanking A. A. Ayer for his able address as the Association's representative before the Eastern Ontario Dairymen's Convention at Napanee, Ont. Election of office bearers resulted as follows:

President, A. H. Dalrymple; vice-president, E. H. Hodgson; treasurer, John Wilson.

Executive committee, A. A. Ayer, H. R. Gray, P. W. McLagan, Arthur Vaillancourt.

Arbitration committee, W. Champagne, R. E. Graham, Richard Gray, Geo. Hodge, Arthur McKergow.

Transportation committee—A. J. Ayer, Jas. Alexander, R. M. Ballantyne, A. H. Dalrymple, Thos. G. Hodge, P. W. McLagan.

The President Mr. Dalrymple will represent the Association on the Council of the Board of Trade as he did last year.

Ontario

Sadie Goldenberg, London, grocer, is discontinuing.

S. Solid, grocer, Hamilton, has sold to Staimenoff & Co.

Clayton F. Ash, grocer, Toronto, has sold to W. Dixon.

Thornton & Son, Bradford, have sold to R. C. Williams.

Robert Standish, Toronto, has discontinued the grocery business.

Angus Johnston, Ottawa, grocer, has been succeeded by L. A. Johnston.

J. A. Gillet, Aylmer, has sold his grocery business to Mann & McLennan.

Mrs. A. B. Lovett, Hamilton, has sold her grocery business to Jos. Murray.

Abram Honsberger, of Vineland, has purchased the stock-in-trade of the late Thomas Wood, and will continue the business at the same stand.

W. A. Birdsall has opened a fancy grocery and meat business in the premises formerly occupied by A. P. McAlpine, 241 George street, Sarnia. The store has been greatly improved and many new fixtures added. It presents a very attractive appearance.

The Quaker Oats Company are making vigorous efforts to rebuild their premises, which were destroyed by fire at Peterboro. The removal of debris from the factory ruins is being expedited as much as possible, and the work will be speeded up in the immediate future.

Lehman's grocery store, North Cobalt, was gutted by a fire which broke out there January 7, about four o'clock. The building was practically destroyed, but it is understood the proprietor succeeded in saving most of his stock. Overheated stove pipes are given as the cause of the blaze.

The following officers were elected at the meeting of the Hamilton Retail Grocers' Association: President, John Knox; First Vice-president, James Lawrie; Second Vice-president, D. K. Clarke; Treasurer, James Main; Secretary, M. R. Hill; Executive Committee, J. Young, W. Smye, R. Gardner, J. L. Brown, S. Hamilton; Auditors, G. H. Moyer, J. Venator.

Western Provinces

John Segel, Tribune, Sask., has sold out.

C. F. Cardinal, Winnipeg, grocer, has discontinued.

C. B. Booth, Winnipeg, Man., has sold his grocery business.

Plotkin Bros., Swift Current, Sask., have moved to Morse.

N. G. Holmes, Nanton, Alta., general merchant, has sold out.

J. H. Avery, Winnipeg, grocer, has been succeeded by M. Piatigoiski.

C. B. Booth, Winnipeg, Man., has sold his grocery stock to N. Adilman.

Pakulak & Boyczuk, grocers, Sturgis, Sask., have been succeeded by D. Pakulak.

The Watrous Supply Co., Watrous, Sask., has changed hands, but will continue under the old name.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

BUSINESS in grocery lines has continued good during the week. Prices for the most part have held steady, with advances recorded in a number of lines. Flour is in firm market in the face of a steadiness in wheat and a disposition for the prices of the latter to hold within narrow margin. Demand for mill feeds of all kinds is keeping up well. Demand for flour from the mills is comparatively light at present. Some fairly heavy stocks were laid in by some some time ago, when the market was strong and advancing, and until these are worked off there is not expected to be a heavy demand. Reports from the Argentine about the damage to the grain crop there are confirmed. It is estimated the amount of wheat available from that source will be only in the neighborhood of 1,000,000 tons as compared with 2,500,000 tons in a normal year.

Sugar holds steady in a quiet market. Reports from Cuba continue to be favorable to a large production during the present campaign. Production is now well under way there. For the balance of the present month it is expected the price of sugar will hold firm, but slightly cheaper sugars are looked for during February, when all of the sugar centrals will be grinding on the Island. Butter is easier in tone, but eggs have again become firmer in price in the face of a heavier demand. Live hogs are higher in price with deliveries light. The higher costs of containers are operating to advance prices on many lines. Reports from molasses producing centres in the South indicate there will be a big crop of West Indian. Teas continue in a firm market with advances recorded in the primary market. Coffee is also in firm market with advances recorded in certain instances. One line of package cereals was reduced during the week.

QUEBEC MARKETS

MONTREAL, Jan. 16.—Markets for the present week in Montreal have been in the main uneventful. Wheat prices have kept steady, but towards the middle of the week they were steady at the "low" figure of last week. Consequently, flour prices held at last week's figure, and the outlook was for steadiness rather than otherwise. Provision prices show some firmness, especially in regard to eggs and poultry. Pork products are firm, and the market for hogs is a shade firmer in Montreal this week. Nut prices promise to be high, especially for some luxury lines, which are still in demand, and will be up till Lent. The market for canned goods goes easy as to demand, but there is a hint that as supplies dwindle (and they are short enough) prices may again firm up. Sugar is very quiet for the present, with an easy outlook. Teas are in a strong market, with some anxiety present as to a possible import duty, an idea which is only half seriously taken, as it has been mooted since the war began. The reason for the slight advance in salt is the greater advances in containers.

Cost of Containers Made Salt Advance

Montreal

SALT.—Not only Windsor salt but all Canadian salts supplied to the retailer altered in price according to the range of slight advances noted in last week's report from Montreal, and the condition of market so described exists all over the Dominion, according to authorities in Montreal. The advance in prices is very small, and does not in any way apply to the actual salt, which can be obtained in bulk still at pre-war prices. But jute bags, and barrels for containing salt, and all the various forms of patent containers for table salt, are heavily increased in price, due to war conditions and labor shortages; while the cost of coal is enormously increased, and supplies made more difficult by the car shortage. These factors are responsible for the small increase in salt prices which has been announced.

Sugar Maintains Its Market Conditions

Montreal

SUGAR.—Conditions as regards sugar are still quiet and uneventful. Neither Montreal or New York effected any price change up to the middle of the present week, and the outlook then was for slack conditions. Raw Cubas were down still further, quoting at 4¼ for prompt shipment. The previous week's quotations had been 4⅜. Refined prices held as in the previous week, and demand was quiet and in "hand-to-mouth" condition. The refiners of Montreal did not press retailers to order more than enough for present requirements in view of the market conditions. The reports regarding the crop are at present encouraging for a large crop, but so much may happen to disturb this expectation that no one is willing to bank on any bumper crop at the time of writing.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 50
Acadia Sugar Refinery, extra granulated	7 40
Wallaceburg sugar	7 40
Special icing, barrels	7 70
Yellow, No. 1	7 10
Powdered, barrels	7 60
Paris lumps, barrels	8 10
Crystal diamonds, barrels	8 10
Assorted tea cubes, boxes	8 10

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs, and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Are Moving Slowly

Montreal

CANNED GOODS.—Canned goods are in quite quiet demand at present, and supplies, which are naturally short, following the crop failure of the fall and the smallness of the salmon run, are holding out well. It is pointed out by the wholesalers that just at present prices of canned goods to the retail trade are very near the actual prices quoted by the manufacturers, nearer perhaps than ever before in business history, and there is some chance that as stocks grow smaller prices may firm up a shade or two. There was a slight shading down of canned goods prices following the great period of anxiety and firmness when the shortage became apparent. Now there may be a recovery. One line of canned fish advanced this

week. These are Canadian sardines, now $4.75 a case, formerly $4.50.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Dried Fruits Not In Very Big Demand

Montreal

DRIED FRUITS.—There is no change this week in the market conditions as regards dried fruits. Prices maintain as previously quoted, and supplies are still sufficient, though in some lack of accustomed variety. Wholesalers report rather a slow demand for dried fruits at present, the inference being that at the present high range of prices the public are using less of this class of goods. Some Greek currants have already been sold, subject to opening prices in the usual course of this market, though Greece may be topsy-turvy by the time these opening prices come due, and anticipations are all towards very high opening prices for new crop Greek currants. Incidentally, however, many buyers who came in early to the field last year made excellent profits, and possibly history may repeat itself.

EVAPORATED FRUITS.	Per	lb.
Apples, choice winter, 25-lb. boxes	....	0 12
Apples, choice winter, 50-lb. boxes	....	0 12
Apricots (old crop)	0 16	0 17
Slabs	....	0 18
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 12
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Figs—		
Spanish (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 12

Prices quoted on all lines of fruits are liable to be sbaded for quantities, according to the state of market.

Molasses and Corn Syrups Firm

Montreal

MOLASSES AND SYRUPS. — The market for molasses is in much the same condition as described last week, with supplies gradually decreasing and demand well maintained, especially owing to cold weather conditions. Some wholesalers are fairly well stocked with molasses still, and the attitude of firmness as to the growers desire that the buyers should assume war risks and risks of freight advances is maintained. Molasses prices remain as quoted last week. Corn syrups are in a steadily firm market, and demand for these products is very good. The matter of car shortage has affected this industry with other industries, but an improvement is noted at time of writing. Maple syrup is still in firmest of markets, the ten-pound tins quoting from $1.07½ to $1.10.

	Prices for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 25
5 lb. tins, 1 doz. in case, case	3 65
10 lb. tins, ½ doz. in case, case	3 55
20 lb. tins, ¼ doz. in case, case	3 50
Barrels, about 700 lbs.	0 04½
Half barrels, about 350 lbs.	0 04¾
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 70
3 gallon wooden pails, 38½ lbs. each, per pail	2 40
5 gallon wooden pails, 65 lbs. each, per pail	3 70
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 75
5 lb. tins, 1 doz. in case, per case	4 15
10 lb. tins, ½ doz. in case, per case	4 05
20 lb. tins, ¼ doz. in case, per case	4 00

Shelled Pecans to Be Very High Priced

Montreal

NUTS.—Quite an appreciable demand for nuts still keeps up, though the holiday season is well on the wane. Not until Lent arrives will the market notice any reduction of this demand for these festive foodstuffs is the opinion of leading wholesalers. Meantime stocks of nuts are rather low, and prices are very firm. Particularly is this so in regard to the luxury nuts known as shelled pecans. These are not being offered in new crop until April, and then at the highest prices ever known in the trade. Offered by the growers at 66c, with a guarantee that prices will not drop, these will be selling to the retailer at something over 80c per lb. when they come on the market. At present there are none offering except from such stocks as remain in wholesalers' hands. These nuts last year were sold by the growers at 36c, and with no price maintenance guarantee. A large shipment of shelled walnuts new crop Bordeaux halves reached the market this week, and commanded prices to the wholesaler nearly as high as the present quoted prices to the retailer. These nuts are in fine quality, and may be expected to sell rapidly. The chances of arrival of another shipment soon are not particularly rosy with freight conditions as they are at present.

Almonds (Tara), per lb.	0 21	0 22
Almonds (sbelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

Beans Remain in Very Firm Market

Montreal

BEANS.—There is little of note to report regarding beans at present, except their continued firmness and the difficulty experienced in securing any large quantities of them. The outlook, however, is for rather better supplies of Canadian-grown beans before very long, as the farmers are accustomed to release some of their holdings towards the spring. Imported beans are coming along in fair supply, but qualities are not as abundantly excellent as in former experience. Indian importations are, however, considered good quality. Prices for beans remain as quoted last week.

Beans—		
Canadian 3-lb. pickers, per bushel	6 75	7 20
Canadian hand-picked	....	7 60
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 50	3 75
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	....	6 75
Barley, pearl, per bag 98 lbs.	....	6 50

Rice and Tapioca In Steady Market

Montreal

RICE AND TAPIOCA.—There is a good demand steadily continuing for the lower-priced grades of rice, consumption of which in this district seems to be quite considerable. For the higher-priced grades demand is normal for the time of year. Rice prices continue to rank amongst the more reasonable seeming prices from the consumer's point of view, in the royal array of high-priced commodities, and retailers can increase their rice sales by pointing this out. As for tapioca, the market is still very firm indeed, and supplies scanty, with future arrivals most uncertain. A considerable demand exists for tapioca in the district, though consumption can hardly be called heavy. Prices remain as last week's quotations.

Rangoon rice, per 100 lbs.		4 30
"Texas" Carolina, per 100 lbs.		7 00
Real Carolina, per 100 lbs.	7 50	8 00
Patna (fancy)		7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	0 10	0 10½

Chocolates Might Be War-Restricted

Montreal

COCOA.—While the market for cocoa remains quite uneventful there arose during the past week an idea that possibly the Federal Government might consider imposing restrictions on the manufacture of chocolates such as have been imposed in Great Britain. This so far is merely rumor, and may not be in any way realized, yet the possibility is present in the minds of all interested in the merchandizing of cocoa and chocolate products. Prices of cocoas are unchanged from quotations of last week. Reports are that demand keeps good.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Hints Heard as to a Duty on Tea

Montreal

TEA.—With a very marked firmness prevailing and apparently likely to continue in all grades and kinds of tea on the market, there has been this week added to the minds of merchants a new question: Is there, or is there not to be a duty imposed on tea this year? The question is no new one; it has come up each year since the war started. It has been the cry of "Wolf! Wolf!" but the "wolf" did not arrive. Merchants have grown weary of it, amused at it, but here again it recurs as fresh as ever, seemingly, and with this time the hint in its expression that the wolf warning actually did come true when the shepherd least expected the marauder. No one in the case of tea, however, regards the thought of a duty imposed as any sort of piracy—indeed, merchants feel that the consumer in Canada would probably pay the extra price and go on smiling in the firm belief that by so doing he or she was winning the war more quickly for the Allies.

The fact that large merchants of package teas have recently raised the prices of their goods, and are known to have been buying heavily in spot teas, though they have considerable arrivals to expect later on, has given rise in some measure to the duty rumor. Authoritative opinion on the markets, however, suggests that these large buyers did not by any means buy up all available spot teas, and further views are that with Prohibition opinion evidently strong throughout the Dominion, there is a probability that the Government would not impose any additional price factor upon a temperance beverage.

Pekoe Souchongs, per lb.	0 25	0 26
Pekoes, per lb.	0 28	0 30
Orange Pekoes	0 30	0 35

Coffee Keeps on its Uneventful Course

Montreal—

COFFEE.—Since the advance, early in the New Year, coffee has once more relapsed into quiescence. News from the great primary markets has been fluctuating from hopeful hints of what might happen should peace be soon declared to pessimistic statements of the present condition of affairs. Meanwhile the problem of packing materials for coffee lines on the market continues to harass merchants. Metal containers are hugely more expensive. One Montreal coffee merchant who formerly paid $95 per thousand for lithographed canisters now pays $200 a thousand for the same canisters. Fibre tube packings or boxes are no relieving element. These also cost more nowadays than ever before. Only the coffee itself is still moderately priced but there are always hints that possibly some fine day there may come a change.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Spices Priced Low But Must Increase

Montreal

SPICES.—Again the warning note of decreasing spot stocks, and steady demand existing to diminish these, is sounded in trade circles. Spices must beyond doubt go to firmer prices than have been ruling for the past few months. The supply of the various lines required to replenish the market is very uncertain. Still more difficult grow conditions as to freight space. There is sure to be a scarcity of some lines of spices early in the present year, and if prices quoted in Montreal are still reasonable in the face of really unprecedented conditions in the whole spice business the fact is due to the reluctance of grinders and wholesalers to make advances in a hurry though conditions already seem to warrant them. That prices of spices in Montreal are rather low is the view of one leading merchant in Montreal, and the New York houses sound warnings as to scarcity in the future.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 19	—0 23
Cassia	—0 25	—0 87	—0 37
Cayenne pepper	—0 28	—....	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—45 to 50c.			
Ginger (pure)	—0 20	—....	—....
Ginger, Cochin	—0 26	—....	—0 31
Ginger, Jamaica	—0 28	—1 16	—0 28
Mace	—0 80	—....	—1 00
Nutmegs	0 40—0 60	—0 45	—0 80
Peppers, black	—0 30	0 87—0 95	—0 40
Peppers, white	—0 37	1 17—1 22	—0 39
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 20—0 22	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)	....	0 50
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	....	0 25
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole	....	12-15

Northern Spy Apples Very Much in Demand

Montreal

FRUIT AND VEGETABLES.—There is disappointment in the fruit market over the deficiencies of the various apples offering (all except Spies). A few Wealthies, Fameuse, and McIntosh Red are offering at prices as under, but the market is most eager for Spies, which are the only apples this year that show quality in outstanding degree. The price of Spies accordingly keeps very firm, and this week shows a distinct advance to $8.50 and $9 per barrel. Oranges keep in the same state of market as last week, rather firmer, but in plentiful supply and demand. Hothouse tomatoes are easier priced this week, the holiday season demand having passed. They are now quoted at 0.25 instead of 0.33 cents a pound. Potatoes, and all the root vegetables are firm priced, and there is small likelihood of their being cheaper until new supplies are grown in the ordinary course of the year.

Oranges, Navels, per box	1 60	3 00
Oranges Floridas)	....	3 00
Lemons	2 50	3 50

	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	....
Fameuse, per bbl.	7 00	....
Spies	8 50	9 00
Baldwins	5 00	4 50
Kings	5 00	4 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	2 50
Celery (California) crate	....	8 50
Onions, red, per bag (75 lbs.)	....	2 75
Onions, Spanish, per crate	6 25	6 50
Potatoes, per bag (80 lbs.)	1 90	2 00
Carrots, per bag	....	1 00
Beets, per bag	....	1 25
Parsnips	....	1 25
Lettuce, Head, doz	....	1 25
Lettuce, Curly, per doz.	....	1 00
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	2 00
Tomatoes, hothouse, lb.	....	0 25
Horse Radish, per lb.	....	0 25
Cabbage, (barrel)	....	4 00
Cranberries (Cape Cod), barrel	10 00	11 00
Beans, U.S. wax, basket	....	4 00
Beans, U.S. green, basket	....	3 50
Leeks, per doz. bunches	1 50	2 00
Parsley, doz.	0 40	0 75
Mint, doz.	....	0 50
Watercress, doz.	....	0 50

Enquiry Made for Lenten Fish Already

Montreal

FISH.—Conditions in the market for fish of all kinds, frozen, fresh, and cured, are much the same this week as they were last week. Halibut continues scarce and high priced; frozen salmon is also exceedingly firm priced. The only fish that shows a tendency towards easier price is frozen pike, which can be obtained now for 8 cents to 9 cents a lb. instead of the former 10 to 11 cents. Smelts are a little firmer in price, the No. 1 being quoted at 15 cents, and No. 1 "large" at 20 cents per lb. Oysters

are same prices as last week, also lobsters, and demand is quieter for the "luxury" lines. There is, however, a growingly important enquiry for the necessary supplies of fish for Lent, which begins this year about Feb. 21.

SMOKED FISH		
Haddies	0 11	0 12
Haddies, fillet	....	0 15
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		8 50
Salmon (Labradmor), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		15 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 00
Codfish (Boneless), Blocks "Ivory" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 40
Prawns, Imperial gal.		2 50
Shrimps, Imperial gal.		2 50
Scallops		3 00

FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.		8
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 08	0 09
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00
FRESH FISH.		
Haddock	0 08	0 09
Steak Cod	0 09	0 10
Market Cod	0 07	0 08
Carp	0 10	0 11

ONTARIO MARKETS

TORONTO, Jan. 18.—There has been practically no let-up whatever in business following the surfeit caused by holiday conditions. This has been a surprising feature to most wholesalers. There have been a number of price changes during the week but the market for some of the commodities is quiet, such for instance as nuts. Beans have also been in rather a quiet tone with an underlying firmness.

Promise of Good Sugar Crop in Cuba Continues

Toronto

SUGAR.—Production of the new crop sugar in Cuba is now well under way and conditions are favorable to a good yield. Fears that the sugar content might not be as high as at first anticipated have apparently been groundless. While the canes have been watery by reason of the heavy rains during the summer and fall still the cane is returning a good yield in weight. A few sections, however, report the sugar content rather low, but this is not considered sufficient to have any appreciable effect on the estimated output. Expectations that the crop will be some 400,000 tons greater than last year seem to be still justified. The market during the week has been rather quiet both in Canada and the United States. There is a very good consumptive inquiry in the United States which about balances the imports of new Cuban raws. Refiners' stocks across the line are low, only one refiner there being in a position to make deliveries. Raw sugars in the New York market held steady at 5.39c duty paid. In the Canadian market demand for sugar is somewhat light although there is a noticeably better interest in some quarters. Business continues pretty much on a hand to mouth basis. It is anticipated for the balance of the present month sugar will hold firm with the probability that there may be slightly cheaper sugar during February.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 58
Acadia Sugar Refinery, extra granulated	7 48
Dominion Sugar Refinery, extra granulated	7 48
Yellow, No. 1	7 18
Special icing, barrels	7 78
Powdered, barrels	7 68
Paris lumps, barrels	8 18
Assorted tea cubes, boxes	8 18

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated.

High Price of Tins Sending Prices Higher

Toronto

Soap Chips, Vinegar.—The higher cost of all containers is operating to put a firmness into many lines of commodities. Spices and coffees put up in tin cans have been increased materially because of the high prices for these materials. Some of the spice concerns have made an actual increase in their spice lines of 2c per pound. Part of this is accounted for in the increased cost of the container. Other concerns are reducing the amount of the goods given for the money in order to meet the increased cost in this way. Coffee tins for instance have advanced 50c per thousand. One of the lines of baking powder that formerly sold for $1.25 is now selling at $1.50. Goods packed in bottles such as pickles and jams have also been increased in price partly on account of the higher price for these bottles. Bulk tins of spices have been advanced 4c per pound recently in order in part to meet this advancing cost of the containers. During the week some of the wholesalers advanced the price of bulk soap chips 1c per pound. Malt vinegar in bulk has also been advanced from 40c to 45c per gallon. The new freight rate recently announced from California points has been postponed until March 1. At present the rate is 90c per hundred which equals $1 carrying charges when laid down here. According to the new rate the charges will be $1.10 per hundred which will represent a gross charge of $1.25 per hundred by the time the goods are laid down here.

West Indian Molasses Reported in Heavy Crop

Toronto

MOLASSES AND SYRUPS.—Reports from Demarara during the week state that a big crop of molasses is expected in that section. The weather there has been damp which has made the canes juicy and favorable to a good molasses production. This should make the price of this commmodity fairly easy. The scarcity of tonnage to bring the molasses to this market may operate in the opposite direction, however, and have a tendency to hold prices firm. Locally during the week the price of molasses has been firmly maintained. The demand for both bulk and case goods has been much better. There is a shortage in fact in the tinned goods. Shipments of this commodity coming from New Orleans have been held up owing to the freight situation in the United States. This has caused a scarcity. Corn syrups continue in good demand with prices firmly maintained owing to the difficulty of getting supplies of corn. Canadian manufacturers report they have recently been able to get some supplies of corn from the United States.

Corn Syrups—		
Barrels, per lb.		0 04½
Cases, 2-lb. tins, 2 doz. in case		3 25
Cases, 5-lb. tins, 1 doz. in case		3 65
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, lb., 5¼c; ½ bbls.		0 05¼
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, gal.	0 42	0 44
New Orleans, gal.	0 42	0 44

Sockeye Salmon Quoted Up by Some Wholesalers

Toronto

CANNED GOODS.—Canned goods for the most part held steady during the week. In certain instances sockeye salmon in the 1-lb. talls was quoted 25c higher during the week. There is a firmness in canned pumpkin in certain quarters also, the range being up to $2.10 per case for 2½c. Tomatoes held steady during the week, there being no disposition as yet to let go at lower prices. Comparatively light stocks is apparently the bar between present quotations and lower quotations. Peas and corn are finding a steady demand. Hawaiian pineapple in 2's are quoted from $2.25

to $2.50 per dozen according to the grade. 1-lb. cans are quoted at $1.45.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	3 25
½ flats, cases 8 doz., per doz.	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 80
Pinks, ½-lb. tins	....	1 00
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 00
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Corn, 2's, doz.	1 50	1 60
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 75	2 10

Spanish Raisins Are Due to Reach Market

Toronto

DRIED FRUITS.—A shipment of a few thousand boxes of Spanish Valencia raisins are due to arrive in this market in the near future as the S.S. Navaho which arrived in New York on January 10, carried some in her cargo. As the crop has been exhausted in Spain these will in all probability be the last arrival of this friut during the present season. They are stated to be of good quality, better in fact than those drawn from the New York market before the holiday. They will be higher in price as the insurance rate has occasioned an additional ½c per pound. Currants from Greece that arrived early this month have been passing into trade channels freely. Spanish table figs have not arrived but are expected in the near future. Prunes in the Coast markets are closely cleaned up and are now being held in a few strong hands. It is estimated the balance of the crop held, is in the neighborhood of 25,000,000 pounds. The heaviest consumption is yet to come and stocks are comparatively light for the probable demand. Higher prices are anticipated in prunes. Quotations sent to the trade by local importers during the week were ¼c higher than previous quotations. There are several cars to be distributed in the hands of importers.

Apples, evaporated, per lb.	0 11½	0 12
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 28
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	....	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	3 10	3 20
Dromedary dates, 3 doz. in case	3 85	4 00
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 06¼	0 07
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25's, faced	0 13	0 11½
40-50s, per lb., 25's, faced	0 12½	0 13¼
50-60s, per lb., 25's, faced	0 12	0 12½
60-70s, per lb., 25's, faced	0 11½	0 12
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
Valencia, Cal.	....	0 10½
Valencias, Spanish	0 10½	0 10¾
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 15-oz. packets	0 15	0 16

Continued Firmness in Spices on Advance

Toronto

SPICES.—There is a continued firmness in the spice market following the advances announced in many lines last week. The market is not an active one at the present time. Demand is being curtailed temporarily on account of the higher prices but this is looked upon as a temporary condition.

	Per lb.	
Allspice	....	0 18
Cassia	....	0 35
Cinnamon	....	0 50
Cayenne	....	0 35
Cloves	0 35	0 50
Ginger	0 30	0 35
Mace	0 90	1 25
Pastry	....	0 30
Pickling spice	....	0 25
Peppers, white	0 38	0 42
Peppers, black	0 31	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 40	0 45
Coriander, whole	....	0 25
Carraway seed, whole	0 55	0 75
Cream of Tartar—		
French, pure	0 48	0 50
American high test	0 53	0 55

Teas Climbing Higher Still in Primary Market

Toronto

TEAS.—Advices by cable from London at the first of the present week stated that Indian common teas were sold ½c higher than at the auctions of the previous week. The position of tea continues to be one of great strength. No further word has been received as to the closing of the tea auctions in Colombo and Calcutta. Information received by some of the tea importers stated they had been closed pending the solution of the exchange difficulty. Just what the nature of this exchange difficulty is is not clear. It is pointed out that it may be due to a temporary disadvantage on the rate of exchange between rupees and pounds sterling which makes the sellers in those primary markets prefer to withdraw from the market altogether for the time being. Prices have held steady locally during the week. Demand for tea has been good with difficulty being experienced to get supplies.

	Per lb.	
Pekoe Souchongs	0 25	0 27
Pekoes	0 28	0 30
Orange Pekoes	0 30	0 34
Broken Pekoes	0 32	0 35
Broken Orange Pekoes	0 34	0 38

These prices do not indicate the wide range in the values. They are for good medium grades, and meant to give some indication of price movements.

Coffees in Bulk Have Been Moved Up

Toronto

COFFEE.—Some lines of coffee have been advanced from 1c to 2c per pound during the week by some of the coffee importers. Bogotas have been advanced 1c per pound and Arabian Mocha has gone up 2c to 4c per pound. There is a firmness in the market and especially in chicory, owing to the decreased source of supply. Nearly all the chicory used now in Canada is grown in Quebec. Demand for coffee has been good. There are rumors afloat that the Canadian Government is likely to put an extra war tax of 2c per pound on coffee. As to whether these rumors have any foundation is not yet apparent.

Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Shelled Walnuts Are ½c Higher in Week

Toronto

NUTS.—The firmness noted in the shelled walnuts last week has been confirmed by an increase of ½c per pound in the price for importation. Shelled almonds are also up 1c per pound in the primary market. There is little interest in nuts in the shell at this season of the year. The war rate on nuts and on all commodities coming from Spain and France has been increased to 12 per cent., which represents an increase of 2 per cent. or ½c per pound. During the past month the war risk has been increased 1 cent per pound.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18½	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	5 75
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Tapioca Market is Higher: Tone Firm

Toronto

RICE AND TAPIOCA.—The firmness in the tapioca market has resulted in the grading up of the lower quotations making the range now from 10c to 10½c. The report from New York states tapioca in that market is higher with the commodity scarce and outlook for freights discouraging. Singapore tapioca imported direct at present quotations in the primary market would cost more to lay it down in Toronto than the highest price now quoted to the retail trade. Rice is in continued good demand. There is a firmness in the market for Southern United States rice products which seems to indicate an advance of about a ½c per pound for goods that have been shipped recently.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10	0 10½

Lima Beans Going Out in Good Volume

Toronto

BEANS.—There has been a good demand for lima beans during the week and the market has held firm. Stocks of these have been held up in the United States for some time but deliveries are coming forward better at the present time. Japanese beans are somewhat scarce in the market at present and the market for Ontario beans during the week might be characterized as somewhat quiet. There is an undertone of firmness throughout the bean market. Prices have held steady during the week.

Ontario, 1-lb. to 2-lb. pickers, bush	6 50	7 00
Rangoon, per bushel	5 90	6 00
Japanese, per busbel	....	6 00
Limas, per pound	0 10	0 11

Fillet of Haddies and Haddock in Firm Market

Toronto

FISH AND OYSTERS.—There is a firmness in the price of haddie fillets during the week being now quoted at 14c per pound as compared with a range of 13c to 14c last week. Cohoe salmon is also firm, being quoted up firm at 14c. Haddock is another variety that shows a firming tendency by the absence of the lower price of 8c. Frozen Lake Superior herring are quoted up ½c to 1c per pound. Pike are quoted at 8c per pound, tullibees at 8c and yellow pickerel at 11½c. Trade in oysters has been fair with a scarcity of good stock reported.

SMOKED FISH.		
Ciscoes, per lb.	....	0 14
Haddies, per lb., new cured	....	0 12
Haddies, fillets, per lb.	....	0 14
Kippered herring, per box	1 60	1 75
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
PICKLED AND DRIED FISH.		
Labrador herring, keg	....	4 00
Labrador herring, barrel	....	7 75
Salt mackerel, kits	....	2 25
Quail on toast, lb.	....	0 09½
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 15	0 15½
Coboe salmon (red), frozen	....	0 14
Qualla salmon (pink), frozen	0 08	0 09
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	....	0 10
FRESH LAKE FISH.		
Pike, lb.	....	0 08
Whitefish, lb., frozen	0 11½	0 12
Herrings, frozen, Lake Superior	0 04½	0 05
Lake trout, frozen, lb.	0 12	0 12½
Tullibees, lb.	....	0 08
Yellow pickerel	....	0 11½
Smelts, No. 1, lb.	....	0 12½
Oysters—		
Standards, gal.	1 80	2 30
Selects, gal.	2 60	2 65
Sbell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Condition on Railways Makes Fruit Scarce

Toronto

FRUIT.—Shipments of fruit from United States points are being held up in some instances much to the inconvenience of the local wholesale dealers. Stocks of oranges in some instances are very low and grapefruit in some cases is cleared out. Orders are on the way, but goods that left New York a week ago last Wednesday were four to five days overdue at the time of writing. Boxes of American and British Columbia apples are slightly firmer in price, being quoted $2.35 to $2.50 as compared with $2.25 to $2.50 last week. Cranberries in certain instances are quoted down 50c per barrel. California navel oranges have been cleaned out of the cheaper grades and the range is now $3 to $3.25. Florida tangerines are quoted from $2.50 to $2.75 per case. The small straps of Japanese oranges are quoted from 75c to $1 per strap, Cuban and Porto Rican grapefruit are quoted slightly higher. Fruit lines are limited and trade is somewhat slow.

Apples—		
Barrel	3 25	6 00
Spys, No. 1	6 00	7 00
Spys, No. 2	....	5 50
Boxes, American	2 35	2 50
Boxes, B.C.	2 35	2 50
Bananas, bunch	2 00	2 50
Cranberries, bbl.	10 50	11 00
Boxes, 28-qt.	3 75	4 00
Oranges—		
Floridas, case	....	3 25
Cal. Navels	3 00	3 25
Tangerines, Florida, case	2 50	2 75
Tangerines, Japanese, per strap	0 75	1 00
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 75	4 25
Grapefruit, Cuban	3 00	3 25
Porto Rican, case	3 00	3 25
Lemons, Cal., case	4 00	4 50
Messinas, case	3 50	3 75
Pineapples, Porto Rican	4 50	5 00
Cuban, case	4 00	4 25
Strawberries, 1-qt.	0 50	0 65

Potatoes Have Taken Move to Higher Levels

Toronto

VEGETABLES.—There is an increased scarcity of potatoes being felt as a result of the activities of American buyers in the Canadian market. Several cars of potatoes are reported to have been taken from this city for American points. In consequence the price of potatoes is firmer and advances have been recorded of 15c to 25c per bag. British Columbia potatoes are also quoted 15c higher. Cabbage is also a scarce article. Some Quebec-grown was brought into the market during the week which sold at $4.50 to $4.75 per barrel. Parsnips are also scarce and the price is firm. Beets is another of the lines that is scarce. Some larger sizes of Florida head lettuce are arriving which are quoted up to $3.75 per hamper.

Artichokes, Cal. French, doz.	1 00	1 25
Beans, green string, hamper	....	6 50
Beets, bag	1 35	1 60
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 25	2 50
Cauliflower, Cal., 18 to 24 in box	3 75	4 00
Carrots, bag	1 25	1 40
Basket, 11-qt.	0 35	0 40
New, hamper	....	1 50
Celery, California, case	....	7 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Florida head lettuce, hamper	3 00	3 75
Musbrooms, 4 lbs.	2 00	2 25
Onions—		
Spanisb, crate 120 lbs.	5 25	5 50
Spanisb, balf cases	....	2 75
Spanisb, small crate	....	2 00
B.C. onions, 100-lb. sack	....	4 00
Green, per buncb	0 50	0 65
Potatoes—		
N. Brunswick, Delawares, 90-lb. sacks	2 50	2 60
Sweet, New Jersey, hamper	2 15	2 25
Ontario, 90-lb. bags	....	2 50
B.C., 90-lb.	....	2 25
Parsnips, bag	1 50	1 75
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	....	0 75
Turnips, yellow	0 75	0 85

MANITOBA MARKETS

WINNIPEG, Jan. 17.—It begins to look as though the high cost of living is affecting the consumption of canned tomatoes, peas and corn. These opened exceedingly high this year, for various reasons, and the consumer must have noticed a marked increase in the cost; so much so that she has evidently switched her purchases to something else. This, it is said, means that the stocks bought by the retailers last fall will remain on his shelves longer than in former years, and his orders will come into the wholesale less frequently. Another surprising thing is that the consumption of white beans has dropped off abnormally, and the only reason jobbers can give is that people are buying something else. The price is little, if any, higher than it was last year.

Looks Like General Decline in Sugar

Winnipeg

SUGAR.—On Friday, January 12, the B. C. Sugar Refinery announced a decline of 10c in Alberta and Saskatchewan, which clearly indicated that the market was weak, and that a general decline all over Canada might be expected. Naturally, under these circumstances, there has been very little buying going on here. Refiners admit the raw market was slightly weaker last week, caused by freer offerings from Cuba, where the harvest is getting more fully under way after the delay caused by wet weather in December.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 20
Extra ground or icing, boxes	9 05
Extra ground or icing, bbls.	8 75
Powdered, boxes	8 85
Powdered, bbls.	8 65
Hard lump (100-lb. case)	9 15
Montreal yellow, bags	7 80
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 25
Halves, 90 lbs., per cwt.	8 35
Bales, 20 lbs., per cwt.	8 35
Powdered, 50s	8 90
Powdered, 25s	9 15
Icing, barrels	8 90
Icing, 50s	9 10
Cut loaf, barrels	9 10
Cut loaf, 50s	9 30
Cut loaf, 25s	9 55
Sugar, Britisb Columbia—	
Extra granulated sugar	8 20
Bar sugar, bbls.	8 25
Bar sugar, boxes, 25s	8 65
Icing sugar, bbls.	8 35
Icing sugar, boxes, 50s	8 55
H. P. lumps, 00-lb. cases	9 05
H. P. lumps, 25-lb. boxes	9 30
Yellow, in bags	7 75

New Molasses Higher Other Syrups Unchanged

Winnipeg

SYRUPS.—The chief thing to talk about is molasses, which is going to be

higher in price. Brokers are expecting new prices when they are named, to be 40c per case higher. For some reason or other, it is stated that our Government has stipulated that the price of molasses coming into Canada must be higher. Prices on new bulk molasses from Barbadoes for February shipment are 8c to 10c higher than they were last year. Jobbers are asking 70c for Barbadoes per gal., in half-barrels, and 46c for New Orleans per gal., in half-barrels. In corn or cane syrup there has been no change, and the trade are not looking for any.

B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, ½ doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 05
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, ½ bbls., per gal	0 70
New Orleans, ½ bbls., gal	0 46

Cheaper Raisins Unlikely Evaporated Apples Go Up

Winnipeg

DRIED FRUITS.—Both brokers and jobbers report very little of interest in the dried fruit market during the past week. It seemed certain that the market on all California lines was firm. Evaporated apples were still holding, although there was no advance. When stocks in jobbers' hands begin to move more freely, there is every indication that the price will go above 11½c, which is what many houses are asking; some are quoting 11c. The raisin market is quiet, and most Winnipeg jobbers have fair stocks on hand. They state that they will be compelled to ask higher prices in March, as their stocks will be pretty well cleaned up by then, and prices in the primary market are higher.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	0 11	0 11½
Apricots—		
Choice, 25's	....	0 20
Choice, 10's	....	0 20⅝
Pears—		
Choice, 25's	....	0 12½
Peaches—		
Choice, 25-lb. boxes	....	0 10
Choice, 10-lb. boxes	....	0 10⅝
Currants—		
Fresh cleaned, Australian, lb.	....	0 19
Amalias, Greek, wet cleaned	0 18	0 18½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	2 00
Raisins, California—		
16 oz. fancy, seeded	....	0 11½
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 08¼
40 to 50, 25s	....	0 11½
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

Beans Not Selling; Hard to Find Reason

Winnipeg

DRIED VEGETABLES.—While the primary market keeps high, the demand for white beans in this market is not heavy; in fact, it is very light. This is unusual at this time of the year; and no good reason can be assigned unless it is that people in this part of the country have more money than usual, and are spending it on other things. There are no contracts, it is true, but there was none last year; it is not the high price, for beans are selling for about the same price as a year ago. This is likely to affect the market as far as Winnipeg is concerned, as the jobbers have fair stocks, and once we get into spring there is very little sale for beans. Ideas of value are rising, and to-day about the lowest figure being asked for Japanese is $5.30. On account of the low price being quoted by jobbers here, compared with the price in Japan, brokers are selling a good part of their beans farther East. While some houses are asking $4, pot barley is higher, the range for pot being $4.60-4.70 and for Pearl $6.60-6.65.

Beans—		
Japanese, white beans, busbel	5 30	5 75
Manchurian, busbel	4 25	4 65
California Lima Beans—		
80-lb. sacks	0 09½	0 09¾
Barley—		
Pot, per sack, 98 lbs.	4 60	4 70
Pearl, per sack, 98 lbs.	6 60	6 65
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	....	4 00

Coffee Up One Cent.

COFFEE.—Market still firm on account of difficulty getting boats; in fact, some firms are not shipping at all. Chase & Sanborn announced an advance of a cent on their lines.

TEA.—The Red Rose Tea people announced an advance this week on the green label, amounting to a cent per lb. The tea market is very firm.

Tomatoes Moving Slowly Prices Claimed Too High

Winnipeg

CANNED GOODS.—It seems as though the consumer is not buying the new canned goods at the fancy prices. It was expected that when the grocer began to ask 25c for tomatoes that the consumer would buy something else. This is what has happened. The retailer bought heavily last fall, and both in the city and in the country he finds that they are moving slowly. This applies more or less to corn and peas as well. Lobsters have advanced in the East about 5 per cent., and are liable to be scarce in spring. The following prices are being asked: Quarters, $1.90 per doz.; halves, $3 per doz. Canadian canned herring and sardines are also getting scarce, and many of the factories are reported closed down, due to shortage of fish, and are not likely to open again until March or April. Canadian herring in tomato sauce is offered—1's case 4 doz., $4.85.

Frozen Fish Late In Arriving

Winnipeg

FISH AND POULTRY.—Much later than in former years, frozen fish from the Atlantic came in this week, and was being quoted at the following prices:—Smelts, 14c; haddock, 9c; flounders, 8c; frozen herring, 9½c; brook trout, 30c; smoked fillets, 17c; salt codfish, 10c. The poultry business has been very quiet, and there is very little arriving.

Oysters, imperial gallon	3 00
Whitefish	0 09
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 60
Bloaters, boxes	2 60
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17

New Orleans Vegetables Expected Soon

Winnipeg

FRUIT AND VEGETABLES.—There is every indication of a firm market on California vegetables, as prices are higher this week, and the reason given is scarcity. Cauliflower is quoted $4.75-5.00 per case, whereas the price a week ago was $4.00-4.50 per case. Head lettuce is offered $4.75 per case for California stuff, and Florida lettuce $5.50 per hamper of three dozen. Good, fresh sweet potatoes are bringing 9c per lb. this week. Casaba melons are off the market. The newest thing here is Florida tomatoes, for which there is a fair demand at $1.50 per basket. New Orleans vegetables should be here in a week or so. California cabbage is also expected to open at 6c lb. Brussels sprouts are bringing 25c quart.

FLOUR AND CEREALS

(Continued from page 40.)

able to secure delivery of good purchased in December. This applies more or less to all mills. The wheat market was inclined to be sluggish the first part of last week, but gained considerable strength when the news was received that the Allies were inclined to fight it out. The general opinion here is that wheat will now return to its former high levels, as there appears to be a shortage in all wheat-growing countries. Rolled oats are still firm, and most millers are asking $3.20, and prices are firm at that. Oatmeal, which has been selling at $3.75 for 98's, will probably advance soon in sympathy with rolled oats. Bran is still $28, and shorts and middlings $30; the demand is still considerably in excess of the supply. Mixed chop is bringing $42.

Flour—		
Best patents	....	9 70
Bakers	....	8 70
Clears	....	8 00
XXXX.	....	7 00
Cereals—		
Rolled oats, 80 lbs.	3 00	3 20
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 60
Oatmeal, 98's	3 75	4 00
Feeds—		
Bran, per ton	....	28 00
Shorts, ton	....	30 00
Middlings, ton	....	30 00
Mixed chop, ton	....	42 00

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 17.—Sugar has dropped ten cents. Flour is firm. Smoked meats are slightly higher. Wagstaff's jams fours, have gone up two cents tin. Lima beans are scarce and are offering at ten and eleven cents. Advances on starches and corn syrup are likely. Crosse and Blackwell's pickles, pints are priced at five twenty-five to five forty out of a new shipment. The last price quoted on these was four seventy-five to four ninety-five. Vancamps soups are advanced from five fifty to six dollars case. California dried fruits continue firm.

CALGARY:		
Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s	....	4 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 40
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 75
Cheese, No. 1 Ontario, large	....	0 26¼
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	13 20
Bacon, smoked backs, lb.	....	0 25
Bacon, smoked sides, lb.	....	0 26
Eggs, new-laid, doz.	....	0 45
Eggs, storage, case	9 75	10 50
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a.cse	5 00	5 50

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Jan. 17.—Edmonton markets are steady these days. Local Wholesalers report two changes since a week ago. Sugar shows a decline of ten cents making price eight sixty-five per hundred. Lard also shows decline thirty cents case basis now twelve ninety for 3's.

EDMONTON:		
Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s, basis	....	3 70
Rice, Siam, lb.	....	0 04½
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	....	8 65
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 47
Lard, pure, 3s, per case	....	12 90
Bacon, smoked backs, lb.	....	0 25
Bacon, smoked sides, lb.	....	0 26½
Eggs, No. 1	....	0 42
Eggs, storage, case	....	11 50
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 50
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case	....	13 50
Salmon, pink, talls, case	....	5 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 17.—Business since the beginning of the New Year has started out in most encouraging fashion for grocery trade in this territory. Retailers find that demand for fancy as well as staple lines continues well and wholesalers report that orders received so far, run ahead of same period last year.

The market again has had a quiet week with few changes in general lines, an encouraging feature for steady business but not as inducive to heavy buying as recent rapidly advancing prices Sago and tapioca have advanced one cent and now quoted at 11 to 12. Lard is easier with decline of ¼ cent and is now 22 to 22¼. Effect is shown on compound lard which dropped half cent to 17½ to 17¾.

Fresh arrivals have resulted in drop in fresh imported fruits. Messina lemons off half dollar now $4. California lemons now $4.50 to $5. Drop of $1 makes Malaga grapes $6 to $7. Potatoes are now $3.50 to $3.75 with present tendency upwards.

ST. JOHN, N.B.:		
Flour, No. 1 uatents, bbls., Mauitoba..	....	10 90
Ontario	....	9 95
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 50
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 62	0 63
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00
Beans, yellow-eyed	....	7 00
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 65	7 70
United Empire	7 55	7 60
Bright yellow	7 45	7 50
No. 1 yellow	7 25	7 30
Paris lumps	9 00	9 25
Cheese, N.B., twins	0 25	0 25½
Eggs, new laid	0 50	0 60
Eggs, case	0 40	0 50
Roll bacon	....	0 26
Breakfast bacon	0 26	0 30
Butter, dairy, per lb.	0 40	0 45
Lard, pure, lb.	0 22	0 22¼
Lard, compound	0 17½	0 17¾
American clear pork	39 75	40 00
Beef, corner, 1s	3 00	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Cohoes, case	....	9 00
Salmon, Chums	4 75	5 00
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 11½
Raisins, fancy, lb.	....	0 12
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	....	0 10
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11¾	0 12
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	....	4 00
Lemons, Cal., box	4 50	5 00
Oranges, Cal., box	3 25	4 00
Grapes, Malaga, keg	6 00	7 00
Grapefruit, each	0 04	0 04½
Potatoes, bbl.	3 50	3 75

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Jan. 17.—Markets generally are quiet. Flour is firm. Sugar has declined ten cents during the week and is now quoted at $8.34. Lard has also declined. Threes are now quoted at $12.75 instead of $13.50 as formerly. Cornmeal is firm at $3.35. Several lines of biscuits have advanced 1c pound.

REGINA—		
Beans, small white Japan, bush.	....	5 10
Flour, No. 1 patents, 98s, per bbl.	....	10 00
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 70
Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 08¾
Sugar, pure cane, granulated, cwt.	....	8 34
Cheese, No. 1, Ontario, large	....	0 27
Butter, creamery, lb.	....	0 45
Lard, pure, 3s, per case	....	12 75
Bacon, smoked backs, lb.	....	0 28
Bacon, smoked sides, lb.	....	0 30
Eggs, new-laid	....	0 60
Eggs, storage, case	....	0 40
Tomatoes, 3s, standard, case	....	4 35
Corn, 2s, standard, case	....	3 55
Peas, 2s, standard, case	....	2 88
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 25
Peaches, 2s, Ontario, case	....	3 95
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall, case	6 60	6 75
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid	....	0 50
Eggs, storage	0 40	0 42

THE COWAN COMPANY HAS TRAVELLERS' CONFERENCE

A conference of the travellers of the Cowan Company, of Stirling Road, Toronto, is being held this week. There are about twenty travellers of the company present at the conference, and a great deal of enthusiasm was displayed. The past year, which had been an unusually successful one, was reviewed. The only defect noted in the year's business was that the company had been unable to meet the requirements of orders sent in by the travelling men. It was intimated that this difficulty was a thing of the past, as the plant had been so enlarged that it would be possible to meet all the demands that might be made upon it. The gathering generally was of the opinion that the coming year's business would outstrip even the present year in the matter of the results obtained.

FLOUR AND CEREALS

Flour Is Steady; Feeds Up A Dollar

Montreal

FLOUR AND FEEDS.—Flour has remained steady for a week at the prices quoted last week, and there does not appear to be any immediate indication of movement. The recent restriction of flour imports to Great Britain has had a quietening effect on the market, and peace talk also produced its dulling effect which has not yet been wholly dissipated. But one of the most serious influences affecting the flour market at present is the car shortage and railway traffic embargoes operating in the West. This has had the effect of closing down some great mills indefinitely, though there are good hopes that by the time this appears some of the closed down mills will again be running. Mills with large government orders in hand have been running right along, but the fact is that never before in the history of Canadian railway experience has there been such a car shortage as now exists and which closed mills at a time when their operation is urgently demanded, at least for the production of feeds which are in abnormally keen demand. Feeds as a matter of fact have advanced in price by a dollar a ton this week, and even higher prices than those quoted are being paid for supplies. Flour stocks are said to be fairly high, but feeds are at a premium, and enough of them cannot be obtained at speed to suit the consumers.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 00	10 20
Second patents	9 50	9 70
Strong bakers	9 30	9 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	36 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel	....	0 71

FIRM STEADY MARKET FOR CEREALS

Montreal

CEREALS.—There is a quiet but determined firmness in the market for all lines of cereals quoted. Prices have not altered for the present week, and demand keeps exceedingly good for most of the package lines of rolled oats, rolled wheat, and the similar lines. Oats have been very firm of late, and demand for the prepared forms of this cereal is brisk. Graham flour and whole wheat flour also wheatlets are firm but quiet in line with the wheat market generally. So far package goods have not shown any further advances.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	5 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 30
Cornmeal, yellow, 98 lbs.	....	3 40
Graham flour, 98 lbs.	....	4 75
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 25
Oatmeal, granulated, 98 lbs.	....	4 25
Peas, Canadian, hoiling, bush.	....	3 75
Rolled oats, 90-lb. bags	....	3 95
Rolled wheat, 100-lb. bbls.	....	6 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 75
Wheatlets, 98 lbs.	....	5 00

Flour Held Steady; Small Wheat Change

Reports from Argentine Do Not Give Promise of Any Better Conditions—Demand for Flour Light.

Toronto

FLOUR.—Prices for wheat held steady within narrow limits during the week and flour in consequence also held in a steady market. On Wednesday of last week cash wheat in the Winnipeg market closed at $1.81⅛ per bushel. Thursday it went up to $1.84¾. Friday it dropped down to $1.81¼. Saturday it was a trifle higher at $1.81⅞. On Monday it was ¼c down to $1.81⅝ and Tuesday of this week it closed by 2⅛c at $1.83¾. It will therefore be seen the net gain upward during the week in review has been 2⅝c. Under this condition the price of flour held steady. There is a firmness in the market, however, as a result of the general world shortage of grain. Reports that have recently come from the Argentine show that the damage estimates have not been exaggerated. Drouth and locusts have wrought so much destructon there that it is estimated that the amount of wheat available for export this season will be only 1,000,000 tons instead of the usual 2,500,000 tons available in normal years. Ontario winter wheat flour also held in a steady market during the week with demand somewhat quiet.

	Car lots	Small lots
Manitoba Wheat Flour—	per bbl.	per bbl.
First patents	9 90	10 10
Second patents	9 40	9 60
Strong bakers	9 20	9 40
Ontario Winter Wheat Flour—		
High patents	8 90	9 10
Second patents	8 50	8 70

COMPETITION MADE SOME CEREALS EASIER

Toronto

CEREALS.—Competition during the week has had the effect of driving the price of white corn flour and yellow cornmeal slightly easier in price by 5c per bag. Granulated hominy has also been in the same position and is slightly easier by 5c. The same factor has operated to send oatmeal down 10c to 15c per bag. This in reality does not represent the true tone of the market as the undercurrent is one of firmness. There has been a particularly good demand for pot and pearl barley and prices have held steady in these commodities.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 00	5 25
Beans, prime	6 50	6 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	3 20	3 60
Cornmeal, yellow, 98 lbs.	3 05	3 25
Graham flour, 98 lbs.	4 65	4 75
Hominy, granulated, 98 lbs.	3 20	3 50
Hominy, pearl, 98 lbs.	3 00	3 25
Oatmeal, standard, 98 lbs.	3 85	4 10
Oatmeal, granulated, 98 lbs.	3 85	4 10
Peas, Canadian, boiling, bush.	....	3 25
Rolled oats, 90-lb. bags	3 50	3 70
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	4 65	4 75
Wheatlets, 98 lbs.	4 90	5 00

BRAN AND SHORTS FIRM PRICES HIGHER WITH SOME

Toronto

FEEDS.—There was a firm market for bran and shorts during the week which in some instances with the mills has resulted in higher prices. Mills that were formerly quoting $32 on bran are now quoting at $53 and where the price on shorts was $37 it is now $38 per ton in car lots. There has been a continued heavy demand for the product and millers are still limiting the amount sold in the proportion of 300 bags of feed to 100 bags of flour.

	Car lots	Small lots
Mill Feeds—	ton	ton
Bran	33 00	35 00
Shorts	38 00	40 00
Feed flour	50 00	52 00
Ontario oats, outside points	0 64	0 66

RAILWAY EMBARGO CAUSING MILLERS TROUBLE

Winnipeg

FLOUR AND CEREALS.—Early this week, first patents were selling for $9.70, with domestic business very quiet. Difficulty was experienced by millers getting their supplies farther East than Fort William because of an embargo, said to be due to lack of equipment by the railways. This is having a serious effect on domestic business, as merchants are un-

(Continued on page 38.)

How about a cereal display, Mr. Dealer?

Free Window Display Sent on Request

SELLING Tillson's Products is never a very difficult matter, as their reputation for quality is well established. But sales are made easier still by means of our snappy Window Display, one of which we will mail you on receipt of your request.

These are ideal days for the featuring of Tillson's Quality Cereals, every package of which contains a quality that is certain to satisfy the most critical.

Containing every unit of nourishment necessary to the upbuilding of sound, vigorous health, and possessing a truly appetizing flavor, Tillson's are favorites with every member of the family.

Don't confound these high-grade Canadian-made products with others of an inferior nature. Pushing

Tillson's "Scotch" Fine Cut Oatmeal
Tillson's "Scotch" Health Bran
Tillson's Rolled Oats

mean that you are giving your customers best quality at lowest prices, and showing practical patriotism by supporting Canadian industry.

Canadian Cereal and Flour Mills, Limited
TORONTO

Business Reports are Still Optimistic

A Good Year's Business the General Consensus of Opinion—Prospects Equally Good —No Great Danger of Loss Expected—Will Have Chance to Unload Thinks One Correspondent

REPORTS of the satisfactory extent of last year's business and optimistic views of the future continue to pour in. The general feeling in most quarters seems to be that good times have more or less come to stay and that, generally speaking, next year should be even better than last. One correspondent notes the danger that lies in high priced stock, but gives it as his opinion that even when peace does come it will take so long for commodities to reach their normal level that the merchant will be enabled to unload without any appreciable loss. The following are some of the answers received:—

C. A. Walsh, New Westminster, B.C.—"Our Christmas business was the best in the past three years, the past year as a whole was much better. One reason for this condition in our section is that the lumber business is much better, as are also all other lines. We find credits generally much better. We have urged during the war that people should not ask for credit.

"The prospects for the coming year seem to be so closely associated with the war that it is impossible to forecast the coming year's business."

Prospects Improve in British Columbia

C. B. Hume & Co., Ltd., Revelstoke, B.C.—"Our Christmas trade was slightly better than last year, but nothing like as good as in 1913, business shows the same small increase. Conditions at this point are about the same as they were a year ago, though the railway men are making more money. As far as prospects go I cannot see anything at this point to make business better for the coming year, though for B. C. as a whole, prospects are much better."

Cahoon Bros., Ltd., Cardstone, Alta.—"Our Christmas business compared quite favorably with 1915, and our year's business showed about 20 per cent. increase. Some improvement in the crops is the probable reason for the increase. As for credits we do not notice any improvement. Collections are slower. We expect only fair business in the coming year, prices are so high that people only buy what they have to."

F. E. Frazer & Co., Wainwright, Alta.—"We had a good Christmas trade, a good average trade, with about 15 per cent. increase on the whole year. The gross increase is largely due to the higher cost and profits will be no higher. As for credit, we do a thirty days' business and stick to it. We look for a bigger business next year, as the district is getting in better shape."

There Will Be Time to Unload

J. H. Edwards, Carleton Place, Ont.—"Our Christmas trade showed a big increase over 1915, and in fact, all the year's business showed a big increase, due mostly to the advance in prices of most lines of goods. Our outstanding credits are considerably less, and, generally speaking, accounts are being promptly paid.

"At present the prospects look good for 1917. If war ends soon, no doubt we stand to lose a little on some lines, but I do not look for much reduction before we have had time to unload, as it will take some months for the prevailing high prices to come to their proper level."

C. Patrick, Walkerton, Ont.—"We had a very satisfactory Christmas trade. As this is my first year, I can draw no comparisons. The Patriotic Fund gives people plenty of money.

Sees Nothing But a Good Year Ahead

Geo. O. Werrett, Simcoe, Ont.—"Our Christmas trade this year compared very favorably with that of other years; in fact, the same might be said of the whole year's business. Our trade ran ahead of 1914 and about equal with 1915. A satisfactory fact is that credits are much better than in former years. Our customers are paying much better. As for the future, with the extra money floating aronnd we can see nothing but a good year ahead."

Don't Forget the Anchor

J. O. McDonald, Lake Megantic, Que.—"Our Christmas trade was not so good as in former years owing to the very unfavorable weather. Business generally throughout the year showed a 15 per cent. improvement in turnover, but the net profit was not in proportion. The main reason for the increase in business is loose money. Farmers are getting big prices for everything they have to sell.

"Credits with us have been fairly well up to the usual.

"As for the prospects for the coming year, I would advise extreme caution. Keep sails well trimmed, and don't forget the anchor."

The Sussex Mercantile Co., Sussex, N. B.—"Our Christmas trade was very satisfactory indeed and the year's trade generally compared very favorably with former years. One notable feature about the year's business was the improved collections and increased cash sales. We consider the prospects for the coming year very good. Everything produced in our section has increased in price, while the cost of production has not increased in proportion."

The Codville Co., Medicine Hat, Alta.—We had an exceptionally good Christmas trade, which we credit to good crops and good prices. As this is our first year here, we have nothing with which to compare this year's business. We believe, however, that the prospects for next year are extremely good."

E. A. Goyette, Iberville, Que.—"I found our Christmas business this year about the same. The past year showed some improvement. I have been pushing business more than formerly. Credits are not good; there is a class of people who are living beyond their revenue, and, of course, these cannot, and do not pay; indeed, the public generally are living beyond their means. The grocer, the butcher, and the baker are supporting them. Less liquor, less silk waists, and less theatres, and the grocers would be better off. My idea is that business this coming year will be very quiet and it is imperative that the grocer keep his stock small and look carefully after credits."

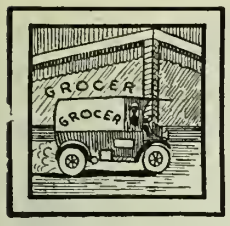
GROCERS NOT COMPLYING WITH LAW HEAVILY FINED

Three Stratford grocers within the past few days have suffered a heavy fine for failing to put the necessary revenue stamps on proprietary articles as demanded by the new tariff.

A bottle of Florida water, a bottle of Castoria, and 10 cents worth of health salts were the articles that were responsible for the charges. In each case these sales were made to H. J. Dager, Inspector of Inland Revenue, who has been working in Western Ontario.

In each instance the fine was $50, with an extra $3 for costs. This matter has been so thoroughly discussed at different times that it should by now be fully understood, but it is evident that a great many merchants have not taken the matter seriously. That it is worthy of the most serious consideration and care, is evidenced by the exceedingly stiff fines imposed.

E. A. Cuff, representing the MacLaren Imperial Cheese Co., Toronto, left last week on a trip through Northern Ontario and the West on behalf of his firm.



PRODUCE AND PROVISIONS

Hogs Are Again Slightly Advanced

Montreal—

PROVISIONS.—Once again prices of hogs, both live and dressed, have shown an increase, though the increase is a slight one as compared to that of last week. Live hogs off cars are bringing from $13.75 to $14. Dressed hogs are priced at $19.75 to $20. Demand is brisk and supplies are coming in very scantily. This accounts for the increased prices which seem likely to continue for some time. Market conditions are reported similar to those noted last week, with prices unaltered for the meats, lard, and shortening.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 28	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders o,rast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 60 lbs.	0 21¾	0 22
Pails	0 22	0 22¼
Bricks, 1 lb., per lb.	0 23	0 23¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17½	0 17¾
Pails, 20 lbs., per lb.	0 18¼	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18¾

POULTRY PRICES HAVE ADVANCED IN MONTREAL

Montreal—

POULTRY.—Prices of poultry have advanced since last week, particularly for milk fed and crate fattened. According to recent quotations from wholesalers the best milk-fed chickens of packed weight 60 to 75 pounds per dozen are priced at 32 cents per pound, and the less perfect grades of milk-fed run downwards to 25 cents per pound for orders of a dozen, but not below 25 cents. These prices are well above last week's quotations, which ran from 21 to 23 cents per pound for milk-fed. Selected chickens run from 21 cents to 25 cents per pound, and selected fowls from 17 cents to 22 cents. Turkeys, 28 cents to 33 cents (each) per pound; ducks, 25 cents per pound; geese, 19 cents to 21 cents per pound (each). Broilers are 25 to 36 cents per lb. for lots of a dozen packed weight 12 to 36 lbs. Demand for poultry is keeping well up to average, many lines of birds being easier buying than some lines of meats.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 25	0 32
Old roosters	....	0 17
Roasting chickens	0 21	0 25
Broilers	0 25	0 35
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

EGGS GROW EXCEEDINGLY SCARCE AND ARE HIGH

Montreal—

EGGS.—Storage eggs are now very scarce, and in very strong market, at high prices as quoted below. Selects are two and three cents higher per dozen than they were priced last week. Number Ones are one and two cents per dozen up. New laids are scarce, and at high prices also, though here and there retailers are ready to quote at prices identical with the wholesale prices here given as average on the market. There are cases where retailers have succeeded in securing supplies direct from farm at advantageous rates, but these supplies are very small. In the week ending Jan. 13, there came into Montreal only 456 cases of eggs as against 2,602 cases for the corresponding period of last year.

Eggs—		
New laid	0 60	0 70
Selects	0 43	0 45
No. 1	0 38	0 40

MARKET FOR BUTTER FIRM BUT UNCHANGED

Montreal

BUTTER.—There is not much change in market conditions as regards butter at present. Supplies continue to come in from the country, but in negligible quantity, and storage supplies are small for the time they are supposed to last. There arrived in Montreal during the week ending January 13, 1,101 packages of butter as compared with rather more for the corresponding period last year, namely 1,354 packages. Exportation is practically at a standstill for the time being. Prices are unchanged from last week's quotations.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 38	0 41
Dairy prints, lbs., in tubs	0 37	0 39

CHEESE UNCHANGED IN PRICE AND IN THE MARKET

Montreal

CHEESE.—Cheese, like butter, is this week in a condition of unchanged market. Large supplies are held in storage for Government orders, and there is little movement of these just at present. Still some winter made "fodder" cheese arrives on the market, but receipts of cheese in Montreal, only 902 boxes for the week ending Jan. 13, as contrasted with 2,074 boxes for the corresponding period of last year, look remarkably small, and indicate a falling off in the manufacture for the time being. Prices are still as quoted last week.

Cheese—		
Large, per lb.	0 25	0 25½
New, twins, per lb.	0 25½	0 26
Triplets, per lb.	....	0 26
Stilton, per lb.	....	0 28
Fancy old cheese, per lb.	....	0 28

QUEBEC HAS LOTS OF HONEY FOR ONTARIO

Montreal

HONEY.—So far it is believed that only a very small amount of Quebec honey has gone over into Ontario, and the market for honey in Montreal remains unaffected by the "export" to the neighbor province. There is only a quiet market at present for honey though cold weather has to some extent stimulated demand. Supplies are held to be ample in the country at present, and quality excellent.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10½
Buckwheat, 60-lb. tins, per lb.	0 09¾	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11½	0 12
Comb, per section	0 15	0 16

Hog Deliveries Light; Lard Firm

Live Advanced 25c Per Hundred—Dressed Held Steady—Firmness in Plain Backs—Lard Steady

Toronto

PROVISIONS.—Hog deliveries at the local stock yards were light during the week and prices went up 25c to 35c per hundred for the live ones, while dressed hogs held steady at $18.50 to $18.75 per hundred. It is anticipated the runs will be slightly better within the next few weeks, although they will not be heavy. There is a firm undertone to lard products. Prices for the pure in tierces have been slightly easier in certain instances, but with the development of a better trade once the holiday stocks are exhausted, it is expected there will be still greater firmness in the market. Materials for the manufacture of compound are scarce, and it is anticipated there will be greater firmness in this commodity also as soon as trade starts in better volume. There is a firmness in plain backs during the week owing to

the scarcity. They are now quoted at 27c to 27½c.

Hams—		
Medium, per lb.	0 24	0 25
Large, per lb.	0 23	0 23½
Backs—		
Plain	0 27	0 27½
Boneless, per lb.	0 28	0 30
Bacon—		
Breakfast, per lb.	0 24½	0 25
Roll, per lb.	0 19	0 20
Wiltshire bacon, per lb.		0 23
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 18½	0 19½
Cooked Meats—		
Hams, boiled, per lb.	0 34	0 36
Hams, roast, per lb.	0 34	0 36
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Lard—		
Pure tierces, 400 lbs., per lb.	0 21	0 21½
Compound, tierces, 400 lbs., per lb.	0 16¾	0 17¼
In 60-lb. tubs, ¼ higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	18 50	18 75
Live, off cars		13 25
Live, fed and watered		13 00
Live, f.o.b.		

BUTTER WAS ON DOWN GRADE DURING WEEK

Toronto

BUTTER.—There was a continued weakness in the butter market during the week as a result of the sentiment that has grown up toward the curtailment of the consumption of butter. Some commission men held their prices fairly firm, but others sent the prices down from 1c to 2c per pound. Apparently the butter market has not struck bottom yet and until it does there will not be a satisfactory market. People have to be educated into the using of butter again. Many people have been getting along without it to quite a considerable extent and it may take some little time for them to get back into the way of using it. Stocks of butter on hand at January 1, 1917, and held by the commission houses of Ontario show a considerable diminution from the same time last year, there being 26,340 boxes this year as compared with 32,030 last year. Creamery prints are now selling at 43c to 47c for the fresh made and creamery solids at 42c to 44c per pound. Dairy prints are down 1c per pound and are quoted at 37c to 39c for the choice and 35c to 36c for second grade. Bakers are also quoted down 1c.

Creamery prints, fresh made	0 43	0 47
Creamery solids	0 42	0 44
Dairy prints, choice, lb.	0 37	0 39
Dairy prints, lb.	0 35	0 36
Bakers	0 33	0 34

DEMAND FOR EGGS SENT PRICE UP AGAIN

Toronto

EGGS.—The sentiment that drove the price of eggs down within recent weeks has operated to send their value to firmer levels. With the decline in price brought about by the increased consumption there was a sagging in price of this commodity. When they reached lower levels a demand sprang up and this has operated to send prices up again. No. 1 storage are consequently quoted 2c per dozen higher than last week, while selects have gone up 1c per dozen. New laids held steady at the prices quoted last week, this class of eggs coming to the market more freely during the week. At Chicago the price of eggs has taken a big jump upward and they are now selling at such prices there that it would make it necessary to get 51c to 52 per doz. for storage when they are brought into this market. Prospects on the local market are for higher eggs, especially in the storage variety. Stocks in the hands of all storage companies are light. On January 1 of this year there were only 13,973 cases on hand according to reports of sixteen companies in Ontario. This is about sufficient to last until February 1. When these are exhausted supplies will have to be secured in the American market.

Eggs—		
New laid, cartons	0 50	0 55
No. 1 storage, ex-cartons	0 42	0 43
Selects, extra	0 43	0 45

INCREASED INQUIRY FOR CHEESE FOR EXPORT

Toronto

CHEESE.—There has been a better cable inquiry for cheese during the week. The English market has advanced a shilling and the Government is in the market for the New Zealand product. Prices in the Old Land are firm. At the present time New Zealand cheese or butter are not coming to Canada. Formerly considerable quantities were brought to British Columbia and the Prairies, but this market is now being looked after by the Saskatchewan and Alberta butter and by shipments from California. Cheese prices held firm during the week.

		Per lb.
Cheese—		
New, large	0 25	0 26

Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.

CHICKENS, HENS AND ROOSTERS UP 1c POUND

Toronto

POULTRY. — Receipts for poultry have been light during the week. There are still some stocks of turkeys that are being held from the Christmas season and until these are cleaned up there will not be a great deal of snap to the market. There is a better tone noticeable for spring chickens, hens and roosters and the price for these have been advanced 1c per pound for the live birds Demand for poultry is not heavy at present.

	Live	Dressed
Spring chickens	0 16	0 17
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

INQUIRY FOR HONEY FROM WINNIPEG AND WEST

Toronto

HONEY.—There has been some inquiry for honey from Winnipeg and the West during the week, which indicates greater interest and demand on the Ontario supplies. In the face of generally firmer prices in nearly all commodities, there is a firmness in honey which seems to indicate higher prices eventually. Stocks in the hands of Ontario beemen are pretty well cleaned out and Quebec is being drawn upon pretty freely now. Normally there are quite a few cars of Ontario honey that go to the West, dealers there anticipating their demands in advance. This year the usual stocks have not been carried in that district, with the consequence inquiry has developed at the present time.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 09	0 10½

PROVISION PRICES EXPECTED TO DECLINE

Winnipeg

PRODUCE AND PROVISIONS.—The run of hogs last week was fairly good, but the market has been much higher, opening the beginning of last week at 12c, and advancing to 12½c. These prices are considered very high, and it is fully expected that a decline will take place; eventually, however, prices will firm again, and become even higher. When the decline takes place in hogs it is believed there will be a decline in provision prices—probably within the next ten days. Prices on butter and eggs are very high, remaining at the high level reached some time ago. When they stay at a high level like that, it is a pretty safe guess that stocks are light, and that the demand is good. The cheese market remains the same.

Hams—		
Light, lb.		0 26
Medium, per lb.		0 25
Large, per lb.		0 23
Bacon—		
Breakfast, per lb.		0 24
Breakfast, select, lb.		0 27
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light		0 16
Barrelled Pork—		
Mess pork, bbl.		30 00
Lard, Pure—		
Tierces		0 20½
20s		4 12
Cases, 5s		12 90
Cases, 3s		13 05
Lard, Compound—		
Tierces		0 16¼
Tubs, 50s, net		8 25
Pails, 20s, net		3 37
Butter—		
Fresh made creamery, No. 1, cartons		0 42
Best dairy		0 38
Fresh Eggs—		
New laids	0 45	0 50
Extras, in cartons		0 43
No. 1, candled		0 39
Cheese—		
Ontario, large		0 25½

A. E. McMaster, who for the past six years or so has held important positions with the G. T. P. Railway at Prince Rupert, B.C., Regina, Sask., and Edmonton, Alta., has been appointed secretary for the Canadian Manufacturers' Association in B. C., with offices at Vancouver.

Armour's QUALITY PRODUCTS

Armour's Oval Label—A Mark of Quality and Service

Trade-Makers and Profit-Producers

EVERY grocer in Canada should know Armour's Oval Label. This mark identifies a whole family of top-grade food products, backed by a name that stands for highest achievement in food production.

We offer you these famous foods bearing Armour's Oval Label with the assurance that they are produced in Canadian factories by Canadian men and women, and prepared to suit the needs of progressive Canadian merchants.

Armour's Quality Products represent standardized values and regular profits for dealers. The line is so large and varied as to meet a big portion of the demands of your trade. It includes Veribest Ham, Bacon, Leaf Lard, Canned Meats and Fish, Armour's Grape Juice, Butter, Eggs, Sausage, etc.

Armour's Devonshire Farm Sausage. A pure all-pork product that sells easily and repeats regularly once your patrons know of its delicious goodness. The ideal breakfast for frosty mornings. Supply it to your customers in the convenient pound cartons (meat or links.)

A big collection of Armour Store Signs and advertising material at your service. Ask the Armour salesman, or write us direct.

ARMOUR AND COMPANY

Hamilton - Ontario - Canada

You cannot do without staples

After thirty years intimate acquaintance with its superior quality, thousands of women regard Shirriff's as a staple almost as indispensable as sugar and salt. That's a standard of quality worth having on your shelves, isn't it?

Shirriff's True Vanilla

is fifty per cent. stronger than the Government standard requires, according to the Pure Food Act. There is a steadily increasing demand for Shirriff's, because discriminating cooks so quickly recognize its quality. Put Shirriff's where it can be seen.

Imperial Extract Co.

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

EVERY year the California Fruit Growers Exchange spends hundreds of thousands of dollars to increase the consumption of oranges and lemons. The Sunkist advertising campaigns are larger than those of any other perishable product.

But the 8,000 members of the Exchange grow, pack and ship every year about 10,000,000 boxes of oranges and about 2,500,000 boxes of lemons.

So the tremendous sums spent in advertising represent less than 2½c per box on oranges and 4c per box on lemons. The effect of the advertising is an enormous increase in the demand, not only for Sunkist but for all citrus fruits.

We invest money in this advertising because of the necessity for increasing consumption sufficiently to take care of the increase in crop. Without this advertising it would cost retailers and jobbers much more to sell citrus fruits because consumer demand would be as weak and irregular as it was before the advertising started. Advertising is the most economical way of increasing consumer demand.

Free store cards and window displays that help to sell Sunkist fruit will be sent to dealers from any of our branch offices upon request.

California Fruit Growers Exchange

A Non-profit, Co-operative Organization of 8,000 Growers

MAIN OFFICE: LOS ANGELES, CAL.

Canadian Offices:

Calgary, Alta. Toronto, Ont.
Montreal, Que. Vancouver, B.C.
Regina, Sask. Winnipeg, Man.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	3 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Top Glass Jars 16 oz. glass 2 doz. case.	Per doz.
Apricot	$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 55
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, ½ doz. in case	4 15
20 lb. tins, ¼ doz. in case	4 05
Perfect seal glass jars in the case	3 15

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	
Family, Plain,	doz.;
Family, Tomato Sauce,	doz.;
Family, Chili Sauce,	doz.;
3's Plain, Flats, Aylmer only,	doz.;
3's, Tomato Sauce, Flats, Aylmer only,	doz.;
3's, Chili Sauce, Flats, Aylmer only,	doz.;
3's, Plain, Tall,	doz.;
3's, Tomato Sauce,	doz.;
3's, Chili Sauce,	doz.

The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), ... doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
5's Tin, 8 pails in crate, per pail	0 69
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12½
30's Tin or Wood, one pail only, per lb.	0 12½

BLUE

Keen's Oxford, per lb.	
In 10-lb. lots or case	

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case.	5 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb boxes, per lb.	0 31
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

"It's all Right"

Quick Sales

for Lye are coming. Why not get a good-size parcel of Comfort Lye in (at no cost to you)—along with your next order for Comfort Soap? Read our Premium offer below.

Order 5 boxes, or 10 boxes, or 25 boxes of Comfort Soap and you get 18 or 36 or 132 cans of 10c Comfort Lye.

Makes a handsome extra profit per box of Comfort Soap and the Lye sells as readily as the Soap. All our lines carry Premium feature to public through the coupon that goes with the package.

Send your order in to-day. Get our complete Premium List. It will pay you.

Pugsley, Dingman & Co.,
Limited, Toronto, Canada

Here's a big, extra-profit premium

These figures apply to Ontario and Quebec. For other provinces see list.

We keep Canada clean

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 33
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 20
Reindeer Brand, each 48 cans	6 95
Silver Cow, each 48 cans	6 40
Gold Seal, Purity, each 48 Cans	6 25
Mayflower Brand, each 48 Cans	6 25
Challenge, Clover Brand, each 48 cans	5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 00
Jersey Brand, Hotel, each 24 cans	5 00
Peerless Brand, Hotel, each 24 cans	5 00
St. Charles Brand, Tall, each 48 cans	5 10
Jersey Brand, Tall, each 48 cans	5 10
Peerless Brand, Tall, each, 48 cans	5 10
St. Charles Brand, Family, each 48 cans	4 50
Jersey Brand, Family, each, 48 cans	4 50
Peerless Brand, Family, each 48 cans	4 50
St. Charles Brand, small, each 48 cans	2 25
Jersey Brand, small, each 48 cans	2 25
Peerless Brand, small, each, 48 cans	2 25

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$5 00
Reindeer Brand, "Small," each 48 cans	5 70
Regal Brand, each 24 cans.	4 70
COCOA, Reindeer Brand, each 24 cans	5 00

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.50; 2s, $7.50; 6s, $25; 14s, $60.

Roast Beef, ½s, $2; 1s, $3.25; 2s $7.25; 6s, $22.

Boiled Beef, 1s, $3.25; 2s, $7.25; 6s, $22.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50; 6s, $21.

Corned Beef Hash, ½s, $1.50; 1s. $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s $3.35; 2s, $6.25.

ROYAL BAKING POWDER

ABSOLUTELY PURE

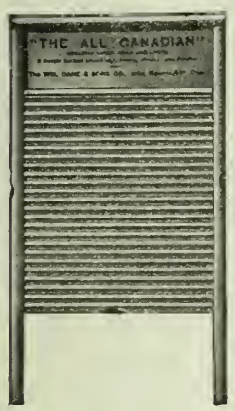
Advertising that has encircled the globe for generations has taught women everywhere that ROYAL BAKING POWDER is absolutely pure.

Wherever there is a grocery store there are also many women who will buy ROYAL BAKING POWDER more often and use it with more satisfaction than any other brand.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK

The New All-Canadian, All Wooden Washboard—*A serviceable, long-wearing washboard retailing at 20c.*



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.

Have you taken advantage of Manness & Bingham's offer

of introducing their

Havana Ribbon

THE FINEST QUALITY 5c CIGAR

See issue of January 5th

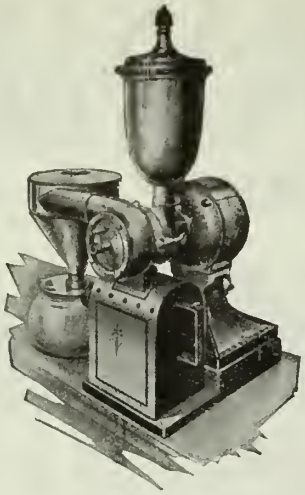
This offer for January only

"HAVANA RIBBON" CIGARS

are backed by 34 years of practical experience. Send us a small order. We want you to convince yourself of its quality. We are confident you will order more.

MANNESS & BINGHAM
LIMITED
London, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.



Serve her from

The Hobart Coffee Mill

and watch your profits grow

Increased coffee sales, better customer satisfaction and bigger profits are all within your reach if you install this handsome and serviceable little Hobart Coffee Mill.

Coffee without chaff, coffee up to the mark in every way — that's what the Hobart Mill will give your customers. Let us give you particulars.

The Hobart Mfg. Co.

149 Church St., Toronto

Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

Cambridge Sausage, 1s, $3.00; 2s, $5.50.
Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.
Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.
Tongue, Ham and Veal Pate, ½s, $1.50.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, ...
Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.
Ox Tongues, Glass, 1½s, $12; 2s, $14.
Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.
In Glass, 1s, $2.20.
Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 20c.
Clark's Peanut Butter—Pails 24 lbs., 20c per lb.
Clark's Tomato Ketchup, 16 oz., $3; 1 gal. jars, ...; 5 gal. jars, ... per gal.
Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2. Individuals, 80c doz.
Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45. Individuals, 90c doz.
Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45. Individuals, 90c doz.
Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.
Clark's Chateau Chicken Soup, $1.25.
Clark's Chateau Concentrated Soups, $1.15.
Clark's Chateau Concentrated Soups, No. 1 assorted, $1.15.
Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces $0 14¼
Pails 2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¾c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs. 8 00
Neptune 8 50
San Rival 9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs. 11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs. 9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6 doz. pts., doz. 1 15
Club Soda, Trayders, cs., 6 doz., splits, doz. 1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 37
Princess Blend, 50 and 30-lb. tins, lb. 0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 35
Victoria, ch. 90 lbs., lb. ... 0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb..... 0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each ..	1 10
Durham, 1-lb. jar, each ..	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen....	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Frelght rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen.....	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unfllavored, 2 dozen.....	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .....$ 0 90
List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval lith. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz, tins, 85c.	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
Cinnamon whole, 5c. pkgs., window front, 45c...	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c....	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case ..	4	4

CALIFORNIA

Navel Oranges

Now Arriving

Very fine Quality

Also

FLORIDA

Oranges and Grape Fruit

PRICES

Very Reasonable

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861 GUELPH, ONTARIO

New, Fresh

California Cauliflower and Celery, Florida Head Lettuce in Hampers, Cucumbers, Pineapples and Strawberries.

We import all the delicacies of the season, as well as the more staple lines.

New Jamaica Cocoanuts, **Florida Oranges** and **Tangerines,** Bananas, Sweet Potatoes, etc., etc. Also

Full stocks Fish and Oysters.

WHITE & CO., LIMITED

TORONTO

Mail Orders Featured.

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples, Bananas, Citrus Fruits, Cranberries, etc.

25 CHURCH ST. TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

McVitie & Price's
IMPORTED BISCUITS

Grocers should stock the following "best sellers":

Digestive
Bunty Creams
Abernethy
Asstd. Shortbread
Academy Creams
Oatcakes

Prices and quotations from

McVITIE & PRICE of Canada
Limited
10 Vaudreuil Lane
MONTREAL

Importers of McVitie's "DIGESTIVE," the "Premier Biscuit of Britain."

Get the thanks of the housewife

Give her the value that will bring her back again by selling her "LIVELY POLLY" SOAP POWDER.

There is no quicker or better medium for washing clothes, dishes, glass, earthenware, paint, floors, etc., and for cleansing and disinfecting drains and closets.

"Lively Polly" cartons are neat and eye-catching. Effective displays are easily gotten up. Try the selling results of one to-day.

J. Hargreaves & Sons Liverpool, Eng.
Canadian Agents: McClellan Import Co., 301 Read Bldg.
MONTREAL

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Perhaps You Are a Careful and Close Buyer

IT may be an ingrained caution. It may be that you have been "bitten" once or twice, and so are "shy." It may be that it is a developed habit—a measure and method of self-protection. But no matter why you may be a hard man to sell to, is not this true:

> That many things bought by you, and now greatly esteemed, were stoutly resisted by you when the salesman brought them to your attention for the first time?

For example, a cash-carrier system, cash-recording system, typewriter, computing scale, plate glass windows, prism lighting, show-cases, loose-leaf systems—and almost everything else in common use nowadays by merchants, are resisted when they are first presented. But later, when they are bought, and when they have been given time to demonstrate their value, why, you could not induce the merchant to do without them.

All this leads up to this point:

> Suppose we urge you to read THE FINANCIAL POST each week—to subscribe for it for a year at a cost of $3.00 (52 issues), there is just a chance that you would resist the suggestion—not so much because of the $3.00, but because "you don't see it."

Now the regular reading of THE POST will make you see your own and the Nation's Business in a bigger way, and by adding to your power to see things pertaining to Money and Business in a clearer, larger way, you will be a stronger man for the business in which you are engaged now. If you can grow to a stronger business man at a cost in money of $3.00 a year, the chances are that you will not hesitate to pay the $3.00.

Nothing that you can read outside the trade paper serving your field of business is so much worth while as the reading of a first-class business paper. The Business Outlook will help you in your business:

> Will tell you when to get ready for poor business conditions, when to watch your collections with unusual care, when to buy sparingly, and when to prepare for big business. It will also help you with your banker. Will probably save you money in exchange on your cheques and drafts, because you understand the movements of money.

At any rate, we ask you to take the first necessary step in the direction of the larger business world which lies about you and close up to you and which is vitally connected with your affairs. We ask you to sign and return the form below, confident that you will be glad afterwards.

THE FINANCIAL POST
OF CANADA

143-153 University Ave., Toronto

.....1916.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name .....

Address.....

.....

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED, ON COMMISSION, GOOD SIDE line for Maritime Provinces. A. M. Reed, Middleton, N.S.

YOUNG MAN EXPERIENCED IN GROceries and general store business, wishes position as travelling salesman; best of references. Box 205, Canadian Grocer.

MAIL ORDER GROCERY MANAGER seeks larger field than present one. Experienced in buying, operating, and catalog work. Confidential correspondence solicited. Box 206. Canadian Grocer.

OLD COUNTRYMAN, PRACTICAL GROCER and salesman, expert window dresser, ticket writer, solicitor, stockwrapper, buyer, etc., would like position as manager or leading hand, town or country. Box 210, Cauadian Grocer.

AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

GROCERY STORE WITH RESIDENCE attached, store and fixtures, to close an estate. Good location on the main street of the town. Apply Mrs. W. R. Lambert, Elora, Ont.

FOR SALE—WELL ESTABLISHED GROcery—two railroads, boat trade and connections on St. Clair River. Stock and goodwill about $800. Courtright, Ontario. Box 209, Canadian Grocer, Toronto.

ONE OF THE BEST GROCERIES IN TOronto, averaging between seven and eight hundred per week, principally cash. Apply to H. G. Gausby, 109 Fulton Ave., Toronto; Gerrard 1985.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

TIE-UP PARCELS
Gummed paper tape does it neatly, quickly and cheaply. Your time is valuable, and twine is expensive. Sold in all widths.
GEO. ADAM CO., Dept. C,
410 Chamber of Commerce, Winnipeg

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

PORT ARTHUR, ONT. MONTREAL
Fish—Salted Lake Herring
in Kegs or Pails. Ask for prices.
J. BOWMAN & CO.
(Note new address)
66 Jarvis St. Toronto

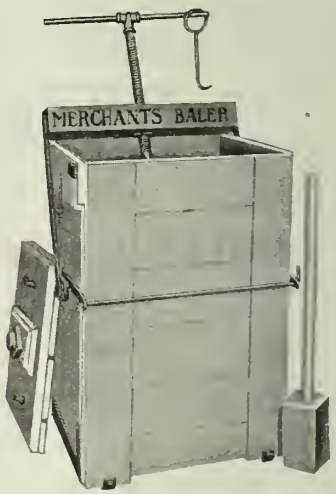
We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods

Canadian Distributors of
"WASHCLEAN"
Gold Medal Labor Saver for
Washing Clothes Without Rubbing
(2,000,000 users

Direct Supply Association
509 Belmont House Victoria, B.C.

One Inch Space
$1.00 Per Issue
on Yearly Order.

Merchants Baler
MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

Keep Malcolm's Well Displayed

It will pay you. Every sale of Malcolm's is usually followed by steady "repeats," the kind of sales that bring you bigger business and better profits. Every Malcolm customer gets the unstinted satisfaction that only comes from goods of unimpeachable purity.

Put a display of Malcolm Milk Products on your counter to-day, and watch your profits grow.

We pay freight up to 50c per 100 lbs., and deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces.

THE MALCOLM CONDENSING CO., LIMITED

ST. GEORGE, ONT.

Why You Should Feature KING GEORGE'S NAVY

HANDLE TOBACCO FOR BETTER BUSINESS

Adding a little tobacco corner to your showcase display will help your business along; it will bring you trade that you would never get otherwise. The men will begin to come in for their tobacco supplies, particularly the chewing fraternity, once they know you are selling

KING GEORGE'S NAVY

This is a line you cannot afford to omit from your displays. Order a good supply now and get King George's Navy working for you.
The profits are good.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of widespread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

The Natural Decorative Quality of Fruit Makes Experience Unnecessary.
The Effort Will Convince You of the Effectiveness of the Fruit Window.
The Results Gained Will In Themselves Be a Compensation.

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

Conditions of the contest are: The window must be decorated entirely with fruits. It may be all of one variety, or a general display as the competitor thinks best. Have the window photographed; about 10" x 7" is the best size. Have the photo as near this size as possible—not necessary to mount it. Mail copy to this office accompanied by a description of the window.

This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 UNIVERSITY AVENUE - - TORONTO

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, JANUARY 26th, 1917 No. 4

The package may be imitated but the contents cannot

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

DISPLAY DEAL No. 63

	Sells for
3½ doz. 4 oz. O-Cedar Polish	$10.50
7 doz. 12 oz. O-Cedar Polish	42.00
½ doz. quarts O-Cedar Polish	7.50
O-Cedar Electric Sign.	
	$60.00

Above prices are subject to usual discount. Order from your jobber.

DISPLAY DEAL No. 64

	Sells for
10¾ doz. 4 oz. O-Cedar Polish	$22.25
4 doz. 12 oz. O-Cedar Polish	24.00
¼ doz. quarts O-Cedar Polish	3.75
O-Cedar Electric Sign.	
	$60.00

Above prices are subject to usual discount. Order from your jobber.

YOU NEED THIS VALUABLE SIGN

You get this sign free with either of the above orders. Every merchant knows the supreme value of the electric sign as an aid to attractive window dressing.

This O-Cedar Electric Sign is an exceptionally bright and powerful one—not merely an advertisement for O-Cedar, but a real help to your shop-front and therefore a real asset for your business.

It is well for the dealer to first take advantage of our Display Deals as above outlined. Later he can largely increase his O-Cedar profits by taking advantage of the O-Cedar Profit Deals which provide free goods equivalent to an extra discount.

O-Cedar Polish

(MADE IN CANADA)

Write for our new list of Profit Deals, which shows assortments with which Free Goods are offered.

Merchants who consider they might sell more of the O-Cedar Products than they are now selling, should call on us for help. We have other advertising matter which we supply Free, and which will help wonderfully in bringing to your store a part of the big O-Cedar business created by our newspaper publicity.

Our Dealer Helps are at the disposal of every merchant who sells O-Cedar—we back up the man who only stocks the line in a limited way, just as enthusiastically as we support the larger customers.

CHANNELL CHEMICAL COMPANY, LIMITED, 369 SORAUREN AVENUE, TORONTO

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

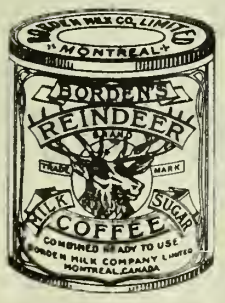
Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

Make Your Tomorrow's Success a Certainty

By pushing and selling today, the best standard goods—goods that are known for their superior quality and purity, the kind you can *honestly* recommend—your tomorrow's success is a certainty.

Borden's Milk Products

Borden's Milk Products have held the pinnacle position for quality and purity for close on 60 years. They have proven the best for increasing your profits and laying a foundation for future business.



Sell Borden Brands and be a success. Sell them and give your customers unqualified satisfaction.

Begin to-day.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

Branch Office No. 2, Arcade Building, Vancouver, B.C.

SHIRRIFF'S
Orange Marmalade

Replenish your stock from the New Season's Pack now ready for delivery

That quality which has always been the principle back of every "Shirriff" product is unmistakably evident in every jar of *SHIRRIFF'S ORANGE MARMALADE.*

Being made from Seville Oranges and Pure Cane Sugar, Shirriff's Marmalade comes up to the housewife's ideal of what real marmalade should be. Its consistency is good and heavy, thus eliminating possibility of "thinning out" when being used.

Shirriff's Marmalade is packed in hermetically sealed packages and is put up in the following sizes:

Put up in	3-oz.	glass	individuals
"	8-oz.	"	tumblers
"	12-oz.	"	"
"	16-oz.	"	jars
"	22-oz.	"	"
"	32-oz.	"	"
"	4-lb.	tins	
"	7-lb.	"	

Handsome new show card supplied to dealers.

Imperial Extract Company
TORONTO

Western Representative: H. F. RITCHIE & CO., Limited, Toronto. Montreal: W. S. SILCOCK. Quebec City: ALBERT DUNN. Maritime Provinces: W. H. L. USHER, Halifax. A. A. ADAMS, Hamilton.

If any advertisement interests you, tear it out now and place with letters to be answered.

Wagstaffe's

1917 Season's

SEVILLE ORANGE MARMALADE

Now ready for delivery

Suggest

Wagstaffe's Pure Marmalade

with every order

We also make

GINGER MARMALADE
PINEAPPLE MARMALADE
GREEN FIG MARMALADE
GRAPE FRUIT MARMALADE

Wagstaffe Limited

HAMILTON, CANADA

The quality of

WETHEY'S

ORANGE MARMALADE

has taken the trade by storm.

"Attractiveness" is its middle name.

Are you selling it yet?

If not, ask your jobber for it or get in touch with any of the following selling agencies.

Malcolm Mosher, Halifax, N.S.
Chas. E. Macmichael & Co., St. John, N.B.
Rose & Laflamme, Ltd., Montreal, Que.
A. W. Huband, Ottawa, Ont.
W. G. Patrick & Co., Toronto, Ont.
Mason & Hickey, Winnipeg, or branches at Vancouver, Calgary, Lethbridge, Edmonton, Saskatoon, Regina and Brandon

J. H. WETHEY, LIMITED

PURE FOOD PRESERVERS

St. Catharines - - Canada

Meet the Demand With the E. D. S. Brand

E. D. Smith's new season marmalade is made from selected Seville oranges of the 1917 crop. Porto Rican oranges are not used in the manufacture of the E.D.S. Brand, ensuring quality which you may safely recommend to your first-string customers.

Containing only high quality granulated sugar, Seville oranges and pure spring water. The latter being an exclusive E.D.S. feature, you can readily see why our marmalade is **100%** pure.

The cost is no greater than that of inferior brands, while the profit compares favorably with that made on them.

The demand for this wholesome food has already reached large proportions and is being ever stimulated by our extensive consumer advertising campaign.

The handsome new jars with their attractive label make a most striking counter display, and backed by a slight selling effort on your part will quickly demonstrate its unusual selling value to your complete satisfaction.

Put it on display to-day.

E. D. Smith *and* Son, Ltd.

WINONA, ONTARIO

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

It smacks of the real home-made variety

Furnivall's Marmalade, being made from carefully selected Seville Oranges, and made by men who are past masters in the art of marmalade-making, has that "different" quality and flavor that "gets" the most hard-to-please customer.

Hence it is that *FURNIVALL* dealers find it always good policy to keep a stock of this popular marmalade where the housewife can see it. It sells well and leaves a good profit.

FURNIVALL quality is always right. The Furnivall factory and equipment represent the acme of cleanliness; everything associated with the making of Furnivall Jams and Marmalade is spotlessly clean.

Push Furnivall's. It pays.

Furnivall-New, Limited

HAMILTON, CANADA

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co. **Saskatoon**—Mowat & McGeachy.

Here's Marmalade you can honestly recommend

The expansion of your business depends very much on the quality of your stock and the satisfaction you give your customers. And this is ample reason why

"CURLING BRAND" Seville Orange Marmalade

Manufactured by

St. Williams Preservers, Limited St. Williams, Ont.

should find space on your shelves and in your displays from year end to year end, but particularly now, when the housewives' stock of home-made preserves is getting low.

Selected Seville Oranges and Pure Cane Sugar combine to create in "Curling Brand" Marmalade a palatable wholesomeness, a "want-more" taste that keeps the cash register ringing with repeat sales.

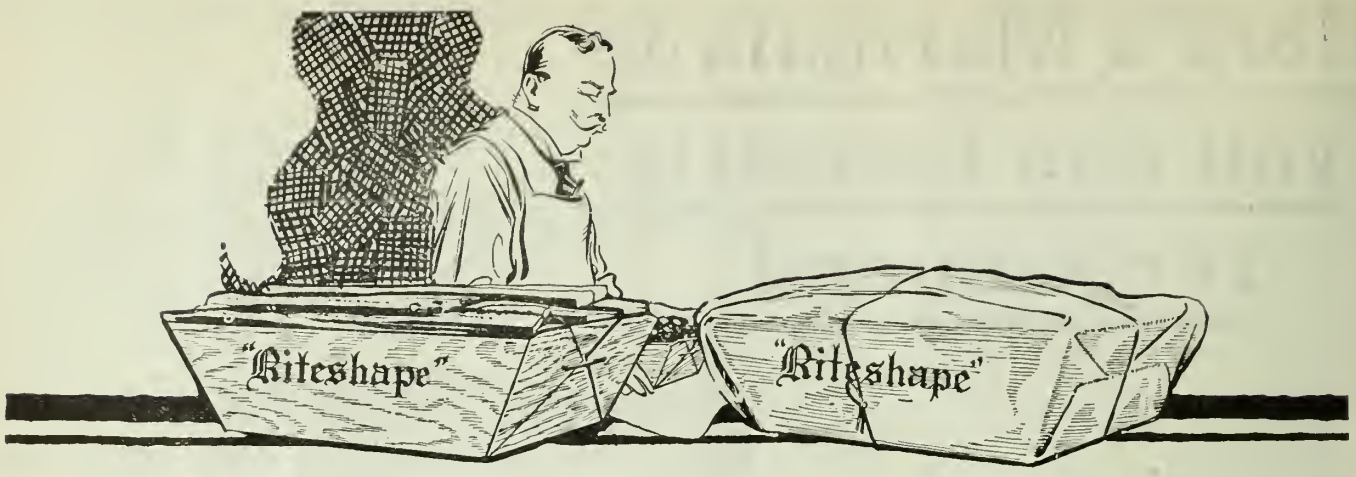
Refresh the housewife's memory to-day with a little display. "Curling Brand" will sell itself once she gets acquainted with its quality.

St. Williams Preservers, Limited

Distributors for Ontario

Maclure and Langley, Limited, 12 Front St. E., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



PUT OUT YOUR GOODS IN THE "Riteshape"

Are you using all sizes of **Riteshapes**?

Remember **Riteshapes** come in all sizes from half pounds UP to ten pounds.

It is not economy or good taste to use a dish that is too small or too large.

That is why **Riteshapes** are made in all sizes.

Small orders should have the same careful attention that you give to large ones.

Then the small orders have a chance to grow to large ones.

Ten cents worth of food should have a neat sanitary appearance when you send it out.

Maybe the next order from your ten cent customer will be a dollar order if he is pleased with his ten cents worth.

The **Riteshape** line gives you a dish for any food in any quantity that may be demanded.

So order to-day a FULL stock of all sizes of **Riteshapes**.

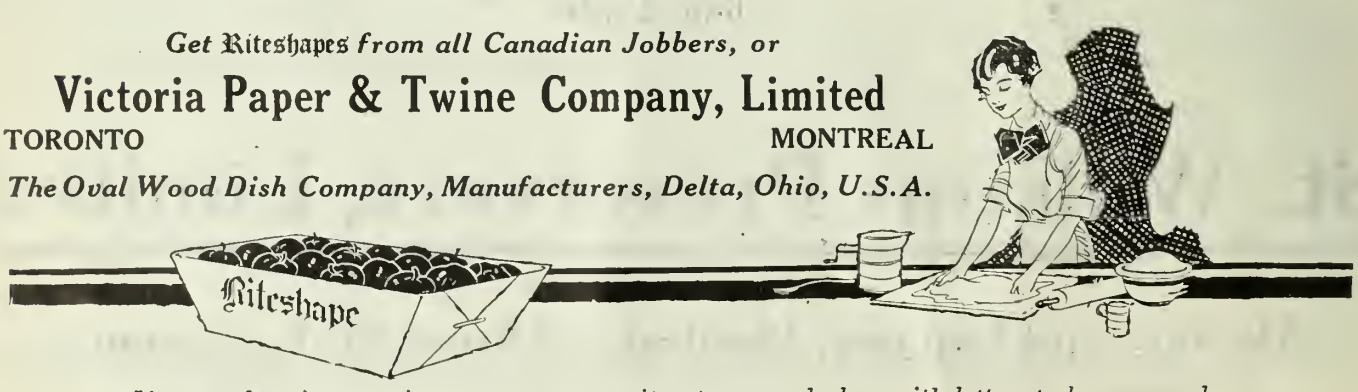
Be prepared to meet any kind of an order with one hundred percent service.

Get Riteshapes from all Canadian Jobbers, or

Victoria Paper & Twine Company, Limited

TORONTO **MONTREAL**

The Oval Wood Dish Company, Manufacturers, Delta, Ohio, U.S.A.



If any advertisement interests you, tear it out now and place with letters to be answered.

What National Cash Registers Do.

No. 2. Stop Forgetting.

The new National Cash Register force accurate and permanent records of all transactions between clerks and customers.

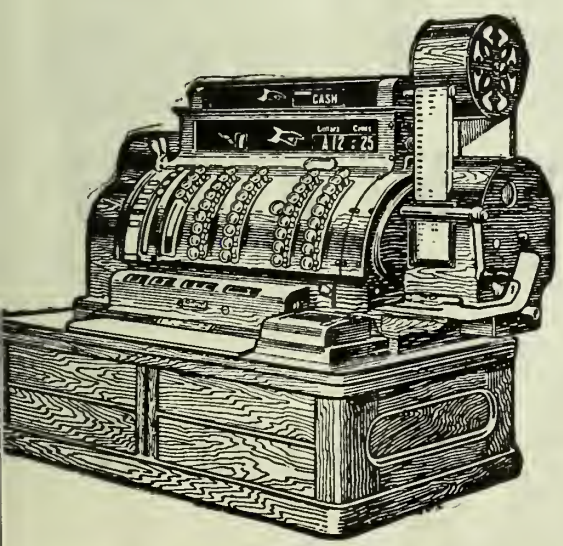
They will record every cash transaction as it occurs, leaving the clerk no chance to forget.

They will record every charge, C.O.D., or approval transaction as it occurs.

They promptly register all money received on account, giving a receipt for same, and make a record of all money paid out.

They waste not a moment of time—working automatically. But they force an unchangeable record immediately—machine-like, they cannot forget.

Now is high time to install a machine that prevents you from forgetting to record the credit you give,—as an incidental part of their service.



The National Cash Register Company of Canada, Limited

Christie Street - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register —— years old. Principal lines of merchandise ——.

Firm name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S SOUPS

Highly Concentrated, Absolutely Pure and Prepared from the Very Finest Ingredients

The quality is there, selling price is popular, and your margin is good.

GET IN TOUCH—
THE SEASON IS ON

MADE IN CANADA

CLARKS
PEANUT
BUTTER
Any oil that has risen to the top of the butter is pure peanut oil and should be thoroughly mixed in again before using.
W. CLARK
LIMITED
MONTREAL

Have you paid any attention, Mr. Grocer, to the growth of the business in PEANUT BUTTER, an article which is rapidly increasing in favor with the public? It will pay you to look into the matter, and if you want your share of the business, it will pay you best to stock

CLARK'S PEANUT BUTTER

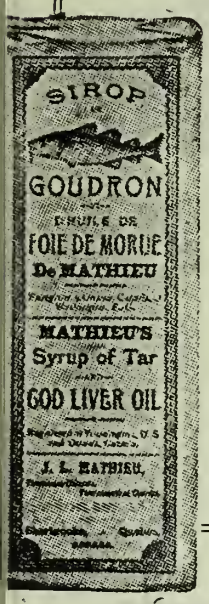
W. CLARK, Ltd. MONTREAL

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

Introduce Every Customer to

MATHIEU'S
SYRUP OF TAR
AND
COD LIVER OIL



With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE QUEBEC

Have you a refrigeration problem?

Put it up to us. Our unbroken record of service and satisfaction giving is a pretty sure guarantee that the

EUREKA REFRIGERATOR

produced by us is the logical solution of your problem, whatever it may be.

There is nothing old-fashioned or obsolete about the Eureka. All the most practical ideas in economical refrigeration, all the best ideas and the most useful patents are neatly embodied in every Eureka.

Why take chances on inferior models? Get the best—its the cheapest in the end. Write for full particulars.

Eureka Refrigerator Company
Limited
31 Brock Ave. TORONTO

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
846

It sells

Right from the day you begin to display "Gleba" Polish you will realize what a dependable seller it is. Once your customers get acquainted with Gleba service you will need to keep your stock constantly replenished.

Gleba cleans and imparts a brilliant polish to gold, silver, copper, brass, nickel, cutlery, bathroom fixtures, etc. It is excellent for windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your customers about it and watch it sell.

Write us for free sample cake and particulars.

Gleba Polish Company
Oshawa, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Why Your Store Should Carry Ferry's Seeds

THE coming season bids fair to be a big gardening season. More and more people are going to plant gardens to cut the cost of living. You might better sell them seeds of proven quality, seeds with a pedigree, than unknown kinds.

FERRY'S SEEDS

are pedigreed seeds. Their histories for many plant-generations show the ability to grow and produce quality in abundance. Each crop of Ferry's Seeds is tested each year in the Ferry greenhouses and trial gardens to make sure the family traits are all there. This care has made Ferry's Seeds the choice of amateur and professional gardeners for the past sixty years.

The more folks plant gardens and raise things for their tables the more money they save. The more money they save on fresh garden produce the more money they will have to spend in your store for things they cannot raise. There's good profit in Ferry's Seeds. With a Ferry case on the counter, selling is easy.

Today is the day to write for full particulars

D. M. FERRY & CO., Windsor, Ontario

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

G. Gagne Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

This space $1.00 per insertion on yearly order.

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

Waste Paper $13.00 a ton.
A
"Climax"
All Steel Fireproof
Baling Press convert your waste into compact bales ready to ship and sell at the highest prices.
Ask us for information.
Climax Baler Co.
Hamilton, Ontario

Your Waste Paper is Worth Dollars to You

Save those dollars, time and inconvenience by installing the
JEWEL PAPER BALER
The first cost is the last cost, your waste becomes a continuous source of revenue and the baler a permanent convenience. The fire risk from loose paper is entirely eliminated.
A card will bring all particulars re baler and your best market.
General Sales Co.
203 Stair Bldg. TORONTO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

Have you any cars of

Apples or Potatoes

to offer? If so, communicate with the old reliable broker

FRED J. WHITE
27 and 29 Wellington E.
TORONTO ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery Brokers
Open for one or two good Canadian Agencies.
TORONTO WINNIPEG CALGARY

Kindly Mention This Paper When Writing Advertisers

ONTARIO

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
33 Front St. E., Toronto, Ont.

If you want low quotations on

Japan Tea, Raisins or Tapioca

Write us at once

W. H. Millman & Sons
Wholesale Grocers
TORONTO

A want ad. in this paper will bring replies from all parts of Canada.

The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.
We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen.
(Get in touch with us.)

Washington's
COFFEE
W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

FOR SALE
Choice Potatoes, Selected Eggs, Creamery Butter, Honey, Fancy Dressed Poultry.
C. A. MANN & CO.
78 KING ST. LONDON, ONT.

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

Condensed Milk

Well-known British firm having thoroughly efficient organization covering Grocery Trade in every part of the United Kingdom, desire connections with Condensed Milk Factory. Arrangements could be made on Sole Agency basis or otherwise.

Address full particulars of producing capacity to — "C.M.," Street's, 30 Cornhill, London, England.

WESTERN PROVINCES

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

G. B. THOMPSON

Wholesale Commission Broker and Manufacturers' Agent.

We can handle a few more good lines. Storage Warehouse and Transfer Track.

140 Notre Dame Ave. E., WINNIPEG

Established 1898

C. S. Turner Co.

147 Bannatyne Ave. East

WINNIPEG

Manufacturers Agents

Excellent Storage, Forwarding and Distributing Facilities

WESTERN PROVINCES (CONTINUED).

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

C.H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

509 Merchants Bank, Winnipeg

We have several good accounts, but can give you results on yours.

W. H. Escott Co.
Limited

Manufacturers' Agents
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES:

Regina Saskatoon
Calgary Edmonton

ESTABLISHED 1907

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents

We get the business for others, and can get it for you.

WRITE US, AND WE WILL EXPLAIN OUR SYSTEM.

Trackage *Storage* *Distribution*

120 Lombard Street, - - WINNIPEG, MAN.

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent

We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue. East. Winnipeg

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

Pleased with her baking!

And who wouldn't be with such fine biscuits to show her cooking skill.

Pleased with her grocer

because she acted on his advice and bought a bag of PURITY FLOUR and found that every word he said about its high quality was more than true.

You make sure of a satisfied customer every time you recommend and sell

PURITY FLOUR

SECURITY

—that's the big thing with Anchor Caps

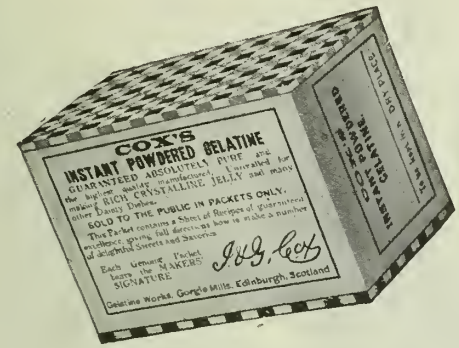
Security from the loss of the delicate flavor of your product. Security from the loss of its goodness, its purity.

Security from the half-hearted dealer co-operation—from side-tracking your line, or relegating it to the farthest away shelves. Safety from the lukewarm indifference of customers that makes good sales impossible.

Anchor Caps bring you safety from all these things—and MORE; Anchor Caps bring to your product a prestige and a distinction that immediately places it to the fore in quality, security, popularity. Booklets on request without obligation. Write to-day.

Anchor Cap & Closure Corp. of Canada
LIMITED
50 DOVERCOURT ROAD, TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.


COX'S
INSTANT POWDERED GELATINE
SOLD TO THE PUBLIC IN PACKETS ONLY.
J. & G. Cox
Gelatine Works, Gorgie Mills, Edinburgh, Scotland

GROWTH

is a matter of merit and service

The sales of Cox's Gelatine never stand still. Their unqualified goodness and world-wide reputation are building big business for thousands of grocers. But more particularly during the winter months, when social events call for dainty, unusual desserts.

Get them on display prominently in your store. Get their reputation, their quality, their goodness, working behind your sales. Write your nearest wholesaler to-day for particulars and supplies.

Arthur P. Tippet & Company

Montreal

Winnipeg: Tees & Persse, Ltd. **Vancouver: Martin & Robertson, Ltd.**

SELL

PRESNAIL'S

PATHFINDER CIGARS

If any advertisement interests you, tear it out now and place with letters to be answered.

Display
Raisins!

Raisins Are *Active!*

Our big advertising is making them so. Full pages in the Saturday Evening Post are now advertising California Raisin Pie to millions. This means increased demand for package goods.

Display **Sun-Maid Raisins** prominently upon your shelves and in your show windows. Take advantage of this opportunity to increase your profits. Do it **now!**

California
SUN-MAID RAISINS

California Associated Raisin Co.

Membership 8000 Growers

Fresno **California**

If any advertisement interests you, tear it out now and place with letters to be answered.

CHEAP TEA

WHEN all teas were cheap, many of your customers paid ten cents a pound extra for a really good tea.

Some are now paying the same price they paid before but getting the poorer tea—and they are apt to complain that the tea is not as good as it used to be.

Of course it isn't.

You know a 45c tea now is only the same as a 30c tea was about two years ago.

Of course the man or woman who was drinking a 40c tea a year ago and to-day is drinking a tea that now costs 40c will complain, unless they have been told when they bought the tea that they would find the quality poorer than they had been accustomed to.

Do you and your clerks always think to tell them?

Shouldn't you?

Wouldn't it save complaints? And wouldn't you usually sell 55c tea to those who two years ago were buying 40c tea?

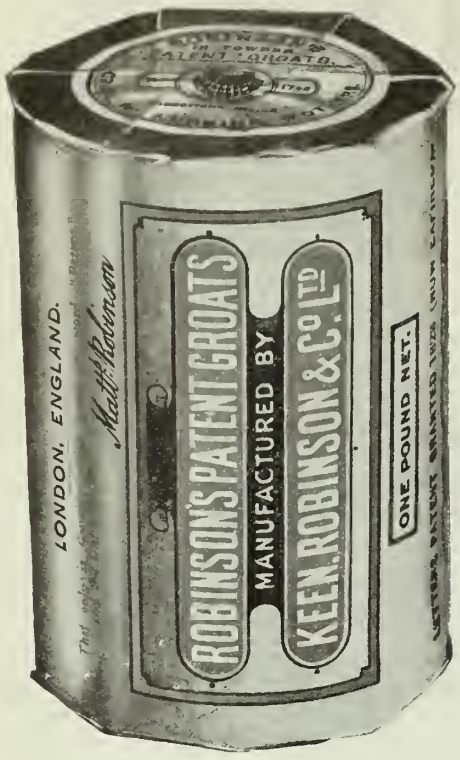
They like a real good tea now, just as much as they ever did. The woman who buys a pound of poor tea from you will blame you for selling it to her, and she won't always tell you about it.

The complaint that does us the greatest harm is the one we don't hear about.

If you now sell 55c Red Rose Tea to the woman who before used a 40c tea, you can be certain there will not be any complaints. You will hold your good customers.

T. H. Estabrooks Co., Limited

7 Front St. E., Toronto



They all know Robinson's

Everywhere, in every community, the quality and popularity of

Robinson's "Patent" Groats

means much to the wide-awake Grocer stocking this wholesome cereal.

Repeat sales are the rule where Robinson's "Patent" Groats is concerned. Its quality appeals to the most particular.

Prove Robinson popularity for yourself. Get your stock displayed and note the difference in your sales.

Magor, Son & Co., Limited

30 Church St., Toronto 191 St. Paul St. W., Montreal

AGENTS FOR THE DOMINION OF CANADA

Who Pays for the Broken Sugar Bags?

You do. One drop of water will weaken a paper bag so that it starts a leak. No matter how little has been spilled your customer doesn't want it in that condition. By the time the bag gets back to you there isn't much salvage in it.

LANTIC SUGAR

in bags and cartons saves these frequent accidents and assures you a certain definite profit on every pound of sugar you handle.

2 and 5 lb. cartons. **10, 20 and 100 lb. bags.**

Atlantic Sugar Refineries, Limited

ST. JOHN, N.B.
MONTREAL, QUE.

CANADIAN GROCER

Vol. XXXI. TORONTO, JANUARY 26, 1917 No. 4

Campaigning for Marmalade Sales

A Gradual Falling Off in Marmalade Making Noted in the Past Years—How This May Be Stimulated By the Suggestion of Novelties, the Making of Other Kinds of Marmalade—Making the Raw Material and the Finished Product Help Sell One Another

SOME people associate marmalade only with the familiar bitter orange of Spain and Sicily. Marmalade in some people's minds has become a technical name for this one article. Of late years, however, its significance has become vastly broader and other commodities made under that name have become almost as generally in use as the old established orange marmalade.

With the increase in the production of grape fruit, and the consequent decrease in the price of that fruit, the custom of making marmalade of it has been greatly increased. Many people, too, have displayed a preference to marmalade made entirely of the sweet oranges, while lemon marmalade has also won great favor, though on a more limited scale. The fact remains, however, that people generally are not making their own marmalade to the same extent as they used to. That this is a fact is made very manifest by the fact that the amount of bitter oranges handled by the wholesale fruit merchants in different centres is only a fraction of what the trade used to be a few years ago.

Bitter Oranges Higher in Recent Years.

There are many reasons to account for this. In the first place the bitter orange has more than doubled in price. War risks are of course responsible in no small degree for this fact. Only a few days ago Lloyds reported the sinking of the first ship bringing bitter oranges from Spain. While the Canadian trade is served with Italian oranges mainly, yet these are subject to the same risk, and doubtless more than one shipload of these has been lost. Then, too, the price of sugar has been greatly increased. The same is true of jars. So for many merchants this item of trade is not the great feature it once was. While this is true, however, it is wise to remember this fact, that there are people with whom making marmalade has become almost a tradition. They are people whom it would be folly to try and put off with any manufactured article, however good. This would seem to be rather

First Shipload of Marmalade Oranges Lost.

The first shipload of Seville oranges, the backbone of the good old-fashioned orange marmalade, was sunk in its trip across the English Channel. Facts such as these tend to make the price of such goods higher. Here is an argument to help you in the sale of the manufactured article. Now is the time to push this line with a will.

Start Your Marmalade Making Early

Bitter Oranges will be fairly late in arriving this year. Early in February is given as the opening date for these, but why wait? Why make the task burdensome? You will be making Grapefruit Marmalade, Sweet Orange Marmalade, or Lemon Marmalade. Why not start these now? Why wait till you are crowded with other work?

All these goods are at their best, and at their most reasonable price.

Perhaps You Don't Make Marmalade

Even so, you have some special brand you prefer. We have a number of the best. In many of these lines the new stock is just coming in. Take a few jars home and save the vanishing fruit supply in your cellar.

Grapefruit—Many people think there is nothing to equal this for marmalade making. If you have not made it before try it now. Very fancy fruit per doz. ——c.

Sweet Oranges—Many people favor these for Marmalade, they are cheaper than bitter oranges, finest quality per doz. ——c.

Lemons—Make a glorious marmalade alone or add a delightful tang to any combination. Cheaper than they have been for a long time. Note this price, per doz. ——c.

Fine Granulated Sugar—We handle the brands you prefer. We handle them at a fair profit only. Consider these prices. —— lbs. for $1.00.

Fruit Jars and Paraffin—Don't make the mistake of putting good marmalade in poor jars. Make assurance doubly sure by covering the mouth of every jar with paraffin, the safe and sanitary method. Fruit Jars, pints ——c, quarts ——c.

Don't wait till the Bitter Oranges actually arrive; get part of the task finished now.

JAMES BROWN

87 Main Street Phone 111

A suggestion for an Advertisement to encourage the sale of Marmalade and marmalade products.

pleading on both sides of the question. Perhaps that may be the wisest attitude to take. There is the group of marmalade makers whose demand must be met. In some sections this demand may be a considerable factor from a selling standpoint, added to this there is the possibility of adding an element of novelty by suggesting the other varieties of marmalade that may be made, by a judicious campaign of this nature, it might be possible to stimulate the trade in this line to very fair proportions.

Another Source of Profit.

But there is still another phase to the situation. Whether people are marmalade makers or not, they are all open to the suggestion that such a selling campaign engenders. Many merchants who have tried such a campaign have been surprised by the fact of how this insistence on the advisability of making marmalade has stimulated the sale of the manufactured article.

It is for this reason that the logical idea seems to be to have both strings to your bow. To campaign for the making of marmalade, but at the same time to make such an attractive display of the manufactured article that the people who for one reason or another have grown out of the habit of making their own, will be induced to buy of the finished product. Such a double campaign would seem to possess all the elements of a success.

CANNING INTERESTS EXPECT GOVERNMENT INVESTIGATION

The canning industry is expecting that there will be a Government investigation into the canning industry under the direction of Hon. T. W. Crothers, Minister of Labor. This being the case the Dominion Canners state that they have no information that they care to give to the public on any subject pertaining to the canning indnstry. They state, howéver, that they will give the Minister every assistance so that the investigation may be as thorough and complete as possible.

CANADA'S FIVE MILLION DOLLAR FRUIT DISTRICT

The Fruit Branch of the Department of Agriculture have just issued a pamphlet regarding tender fruits. In speaking of the Niagara District of Ontario, the total ontput for 1915 was, by express, 11,483 tons; freight, 82,325 tons. The average value to the growers of the different fruits are given as follows: Peaches, 1½ cents a pound; grapes, 2 cents; cherries, 2¾ cents; plums, 1¼ cents; apples, 2 cents; pears, 3 cents, or an average of 2 cents for 85 per cent. of the tonnage. Raspberries averaged 8 cents a pound; strawberries, 8 cents; currants, 10 cents, an average of 8½ cents for 15 per cent. of the tonnage, giving the total values respectively of $3,196,000 and $2,397,000, a total of $5,593,000 for the district, and at that 1915 was not considered an especially heavy fruit year in the district noted.

AMERICAN CANNERY OUTPUT

The annual report of the National Canners' Association proves this to have been another bumper year as far as canned tomatoes go. This year's pack throughout the States is estimated at 13,142,000 cases. This is 5,000,000 cases more than last year but 2,000,000 less than the 1914 pack which was the largest pack on record. Peas and Corn a considerable falling off from last year's figures. In Peas the pack was 6,686,000 cases as against 9,272,000 cases last year. Corn was 9,130,000 as against 10,124,000 for last year.

FROST AGAIN VISITS CALIFORNIA

California has had more than its usual share of cold weather this year. The Northern section has had several heavy frosts that have caused material damage to the citrus crop; the Southern section escaped the greater part of the early frosts, but in the last week or ten days cold weather has again visited the State, and the Southern section is reported to have suffered. Just how severe this recent frost has been is hardly known as yet, nor the possible extent of the damage. Some of the low-lying groves have suffered considerably, but on the whole the precautions taken to protect against the danger of frost appear to have been largely effective, and the damage is not expected to be severe.

BIG MOLASSES CROP THE COMING SEASON

Everything points to a bumper molasses crop this coming season, so word comes to Halifax from Demerara. The weather right through has been very damp, and this keeps the canes juicy. Last year, on account of the dryness of the season, the cane had to be cut sooner than intended. One Halifax dealer said recently that the number of vessel cargoes that would be coming north this year would greatly exceed 1916. He feared, though, that scarcity in tonnage would interfere, to some extent, in moving the crop as fast as it was got ready for shipment.

Farm Seeds Somewhat Easier

Farmer May Rejoice Over the Prices of Clover and Timothy Seeds, but Weep Over the Root Seed Prices—Root Seeds Growing Scarcer Daily and Country Facing the Possibility of Supply Being Unobtainable, if War Continues — Prices in These Seeds Show Pronounced Increase — General Garden Seeds Also Show an Advance.

FORTUNE seems to be smiling on the farmer in these recent days. Last year he paid high for his farm seeds, but made a splendid profit on most of his crop; this year it will cheer his heart to know that he will buy a goodly part of his seed at considerably lower prices than last year. The clovers alsike and timothy all show a considerable decrease in price over last year, when, of course, the price was exceedingly high. On the other hand, the root seeds have climbed still higher, some of them being almost unprocurable. Corn, too, has reached a new high level, and it is a high level, running from $1 to $1.50 higher than last year.

There are many reasons for these increases in prices, the primary, of course, being the war. Take the corn, for instance; the best seed corn is grown in Canada, but, of course, this crop was one that suffered very much by the unusual weather of the year. Indeed, there is comparatively little Canadian seed corn available. The American crop, too, is short, and many American dealers are buying heavily from Argentine. The recent reports of German raiders in the South Atlantic have caused a flurry in this branch of trade, and have sent the prices of these lines soaring.

Indeed, prices of all seeds are so variable at the moment that dealers show no inclination to actually quote prices. They are all quoting subject to change.

The reason for this is, of course, the fact that the great seed growing countries are those most directly affected by the war. France, Belgium, Holland, England and Denmark supply the bulk of the seeds. In some of these countries, of course, the industry is at a standstill; in others it is carried on only under the greatest disadvantages, and shipments are made only at the greatest risk. In the root seeds there is no question that the supply is gradually being exhausted, and should the war continue for any great length of time it may be impossible to obtain many of these. At least one large seed house in Canada is already discounting this possibility by entering the root seed growing end of the business. This has never been successfully accomplished in Canada owing to the high cost of labor that has put this country at a disadvantage. Of course, this cost has increased rather than decreased, but the high price of seeds makes it possible to raise them in this country as long as the war lasts at least, and affords a protection against the possibility of the supply being entirely removed from the market.

THIS SEASON'S SEED PRICES.

Prevailing prices of farm seeds as quoted by prominent seed houses.

Red Clover—	
No. 1, per cwt.	$23.00 to $24.00
No. 2, per cwt.	$22.00 to $23.00
No. 3, per cwt.	$20.00 to $21.00
Alsike—	
No. 1	$21.00 to $22.00
No. 2, per cwt.	$18.00 to $19.00
No. 3, per cwt.	$17.00 to $18.00
Timothy—	
No. 1, per cwt.	$9.50 to $11.50
No. 2, per cwt.	$7.00 to $ 8.00
No. 3, per cwt.	$6.00 to $ 6.50
Fancy White Clover, per lb.	38c to 42c
Choice White Clover, per lb.	30c to 35c
Ordinary White Clover, lb.	22c to 25c

European countries, too, are suffering from this scarcity. So pronounced has the scarcity of some seeds become that it is keenly felt even in the country of their production. As an instance of this the Holland Government has declared an embargo on the export of spinach seed. As Holland is the great source of this seed, it is a matter of vital importance to seed dealers, and many are finding great difficulty in getting a supply.

Generally speaking, the feed seeds will be slightly easier, while roots will range anywhere from 50 to 100 per cent. higher than last year. It will probably be of more benefit, however, to discuss the different varieties separately.

Red Clover.—The price of this seed shows a decline of about four dollars a hundred over last year's price. This is due mainly to the improved crop conditions of last year over the year previous. This has given a greater home supply and lessened the necessity for outside buying. England, France, Italy and the United States are the great producing centres for this seed, but, of course, shipments from these countries have to bear the 7½ per cent. war tax, which makes a very considerable item. The improvement in the home crop this year has saved a good part of this extra expenditure and enabled seed to be sold at a reasonable figure, considering the extra cost of raising. No. 1 Government standard is quoted at from $23 to $24 per cwt. This is a decrease of about $4 per cwt. on last years's price, and about the same figure higher than the year before. No. 2 standard sells at $22 to $23, and No. 3 $20 to $21 per cwt.

Alsike also shows a tendency to be cheaper, especially in the No. 1 grade, which is quoted at about $21 to $22 per cwt.; the two lower grades rule about the same prices as last year; No. 2, $18 to $19, and No. 3, $17 to $18 per cwt.

Timothy.—This seed shows quite a decided falling off in price over last year's quotations, due to the fine hay weather of this season. The No. 1 grade this year can be purchased somewhat less than the second grade sold for last year. The quotations on this line are: No. 1, $9.50 to $11.50; No. 2, $7 to $8; No. 3, $6 to $6.50.

White Clover.—Here, too, there is a very marked decrease in price, a decrease amounting to almost 25 per cent. Fancy is quoted at 38c to 42c per pound; choice at 30c to 35c, and ordinary at 22c to 25c.

At this point, however, the satisfactory changes cease, and we come to the articles that are increasing in prices daily. So fluctuating are these that it is impossible to get a fixed price on the most of these.

Corn.—Here is the first of the large increases. This increase is due mainly, of course, to the failure of the Canadian corn crop, which has necessitated most dealers buying abroad. Generally speaking, the increase is from $1 to $1.50 higher than the preceding year. The Flint varieties are selling at $2.70 to $3 per bushel; the Dent varieties are selling at $1.85 to $2.25.

Turnips.—This seed showed a very decided advance last year. Dealers will not quote actual figures, but are quick to state that it will range from 50 to 75 per cent. higher than the high prices of last year; if, indeed, the seed is obtainable at all in the quantities required.

Beets, Carrots and Mangolds are in about the same class; from 50 to 100 per cent. increase over last year is confidently expected. These increases are due entirely to the shortage of supply, that is becoming daily a matter of more concern to the seed trade.

General garden seeds will show an advance, though probably not to quite such an extensive degree. The general reason, of course, is that these seeds are all the product of countries directly or indirectly connected with the war, and consequently unable to produce their usual quota.

CANADIAN GROCER

ESTABLISHED 1886

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THEY can put the "To Let" sign up in the Tribunal at the Hague again.

* * *

IT IS FITTING that the food problem in Germany should have been taken up by the Prussian Diet.

* * *

PRESIDENT WILSON says it must be a peace without victory. President Wilson thus puts himself on record as the world's worst guesser.

* * *

THE UNITED States is coining new half dollars with brand new designs. Everyone agrees, however, that they are only about half as pretty as the dollar coins.

* * *

FARM journals are calling margarine "grease," but scientists prove that there is no essential difference between margarine and butter. Epithets applied to margarine should be carefully considered with a view to their possible boomerang effects.

* * *

IN DRESSING your fruit window take care of the fruit. Don't let it touch the glass anywhere, or it will almost certainly suffer from frost. If your window is next the door arrange in some way to protect it from direct draughts or excessive cold. Nothing will destroy the appearance and value of fruit as soon as cold.

* * *

DON'T forget to read carefully the conditions of the Fruit Window Competition appearing on another page of this issue. Dress your fruit window and have it photographed. Don't wait till the last day to get your photos in. This matter is of moment to you. See what a trade bringer a good fruit window really is.

THE UNITED Cigar Stores Company and the largest in the American tobacco trade, the Tobacco Products Company, have decided to increase the price of cigarettes, the increase to take place immediately. The reason given is of course our old friend, "Increased cost of materials." Now watch the great American Republic foam over the enormities permitted under the name of war.

* * *

PEANUT butter is more or less a substitute for butter, yet there has been no attack upon it, though the consumption is steadily on the increase. If it has had any effect on the sale of butter, it certainly has not had on the price. It is doubtful if the sale of margarine would have a much more pronounced effect. The dairy interests are frightening themselves with a shadow.

* * *

THE LOT of the produce dealers is anything but a bed of roses. They own supplies of turkeys now that will show them a considerable net loss. They had to buy in a market made unreasonably high by American buying. Having bought to supply this trade, the trade refused to be supplied. There are howls of indignation over the produce man's supposed enormous profits. Can't we get up even a little howl over his actual losses?

* * *

EVEN the American nation's equanimity was hardly capable of standing the effrontery of one of Germany's three Consul Generals. Franz Bopp will therefore, barring legal or executive clemency have two years in which to meditate on his mistakes in a Federal Prison and will be the poorer by $10,000. At that the American Courts do not lay themselves open to the charge of undue severity.

* * *

Last year the United States expended nearly $300,000,000 on ice cream. Stop and ponder that. We are all familiar with the awful example that country displays in her consumption of chewing gum. It has been the theme of reformers for generations past. Think of a country spending a king's ransom on ice cream and at the same time almost tearfully urging embargoes to protect them against the high cost of living.

THE INCREASING COST OF LIVING

THE London *Trade and Labor Gazette* is responsible for the statement that the cost of living has increased since 1914 by 87 per cent. This is an increase of 45 per cent. over last year. One can readily estimate the hardships that such an increase entails, sacrifices of which we as Canadians know nothing. The United States has increased its cost of living to the extent of 18 per cent., and there is much talk of embargo and Feed America First campaigns. Great Britain is bearing this heavy burden in silence.

ASSISTING OUR COMPETITORS

THE Fraser River Canning Association is urging the government to pass a prohibitive measure against the export of salmon. In the course of their petition they cite the following argument! Of recent date the Imperial Government tried to place an order with the B.C. canners. The order had to be declined for lack of raw material with which to fill it, and consequently went to the American canneries. Yet during the past season there went to the Puget Sound canneries 16,051,600 pounds of raw salmon which would make some 206,000 cases. The British Columbia Canners would seem to have a strong case. It would seem to be the height of folly to hand to our competitors the means with which to cut our own business throat.

RUNNING A BUSINESS ON FAITH

THE Adjusting and Profit Committee of the San Francisco Retail Grocers' Association have been making some interesting investigations into the question of overhead and profit. One of the startling statements made by the committee as a result of their investigations, was that 60 per cent. of the articles that the average grocer handled were handled at a loss. Nor was this merely the catch judgment of irresponsible parties. It was the result of a thorough investigation into the various sides of the question. In their estimates they claim that it took from 17 to 18 per cent. to do business, while with some large stores the percentage went as high as 20 per cent. Another interesting item in the investigators' report was that 30 per cent. of the grocers' business was done in four articles: Butter, eggs, sugar and flour, while the average profit on these lines amounted to 12 per cent. on the selling price.

With 60 per cent. of the goods selling at a loss, thirty per cent. selling at only 12 per cent. profit, it would seem to behoove the grocer of San Francisco to make a respectable clean up on the remaining 10 per cent. if he would successfully negotiate the 17 per cent item of overhead. It is an interesting commentary on the unsubstantial basis on which many men will continue to do business.

OLEOMARGARINE—TWO SIDES OF THE CASE

THE Winnipeg Board of Trade at a recent meeting formulated a petition to the Dominion Government asking for the repeal of the law against the sale of Oleomargarine. T. R. Deacon who proposed the petition urged that the restrictions imposed years ago when the article seemed to threaten the sale of Canadian butter be removed. These conditions he urged had long since passed away and the continuance of the ban interfered with the rightful food supply of the people. Dr. C. N. Bell in supporting the petition stated that he had been in the House when a Western Ontario member had proposed the prohibitive Act. The law had been passed with practically no discussion the members evidently not realizing the radical nature of such legislation. The Winnipeg Board of Trade was unanimous in favoring the removal of the prohibitive legislation.

On the other hand a deputation representing the Cattle Breeders' Association of Canada waited on the Minister of Agriculture recently to protest against any change in the law against margarine. The deputation urged that permitting the sale of this commodity would have a detrimental effect on the dairying and cattle breeding industry.

The case of Oleomargarine is the case of the farmers of Canada against the country as a whole. The farmers who suffer little from such restrictions and the common people who suffer much. The fear that the sale of margarine would affect the farming interests adversely is an empty fear.

Will it be strong enough to prevent the people as a whole getting what they have every right to demand.

CANADA'S BUSINESS

THE Statistics of the trade of Canada for the twelve months ending October last are a very fair indication of the prosperity that is a by-word in this country. A prosperity too that is increasing as the war proceeds. Canada has exported to the United Kingdom $678,796,960 to the United States $254,000,000. Imports from the United Kingdom for the same period amounted to $117,222,539 from the United States $546,000,000. From all sources Canada's exports for the twelve months totalled $1,037,212,597 while imports totalled $716,929,813 which leaves a favorable trade balance of $320,283,784.

This is a striking example of Canada's strong financial position despite the heavy war expenditures.

With Canada in such a sound financial condition, why should there be such a high cost of living element? Mainly because the favorable balance is not in the item of food products. Consider the following figure. During this period Canada imported provisions to the value of $20,035,785. Breadstuffs $11,244,088, sugar and molasses $32,149,295, showing an increase in the importations of provisions of fifteen millions and in sugar and sugar products of about twelve million.

On the other hand the exports of breadstuffs increased from $143,000,000 to $360,000,000. The exports of provisions from $55,000,000 to $82,000,000, cheese from $22,000,000 to $31,000,000, bacon and ham from $20,000,000 to $35,000,000, an increase in our exports of food products of $268,000,000 an item that may very well account for the increases in all lines of provisions without the much abused middleman and retailer having to shoulder the blame for the increase.

Accounting for Retail Merchants--IV.

Keeping the Daily Cash Balance—Entering Special Cash Receipts—Ascertaining and Entering Sales—How the System is Worked Out in Actual Practice.

By Henry Johnson, Jr.

A FUNDAMENTAL of accounting is to have a daily record of the cash balance. There are many plans. Some keep a little book wherein every morning they enter cash on hand. If you have such a scheme in operation, there is no reason, perhaps, why you should change it—unless you like my system better.

I keep my cash balance on the blank spaces of my check-stubs. That is convenient and readily accessible; also it saves having an extra book. Here are two sample entries, "O H" meaning "On Hand":

Jan. 2, 1917—		Jan. 3, 1917—	
OH, safe.....	$121.42	OH, safe.....	$ 72.81
Reg.....	43.21	Reg.....	39.66
Bank....	621.82	Bank....	582.44
	$786.45		$694.91

These show the amount in my safe, the "change" in the register, and the bank balance at the beginning of business on these two days. Let us keep these figures before us.

Face of Journal

We have had mdse. items of $29.60, less 30c discount, and $48.00, less 96c; and we have carried to the credit page a total of mdse. payments of $188.46, with total discounts of $1.47. So let us insert another bill on the debit page: Wilson & Co., $20.63—.21, and carry the $20.42 net into the debit mdse. column. That entry will fill out the $1.47 discount we have entered already.

These items paid by check foot up $96.76. We take that from the $188.46 entered already as total mdse. disbursements, and thus have $91.70 to carry out as a total of PV mdse. payments.

Now our debit page looks this way:

1917			Cash	Mdse	Expense	Wages	Barn	Sunds.
Jan. 2	Mdse, PV			91 70				
	A 1 Jobber & Co.							
	29 60—	0 36		29 30				
	48 00—	0 96		47 04				
	Wilson & Co.							
	20 63—	0 21		20 42				
				1 47				
	Disc't	1 47						
	Expense, PV				15			
	Matz & Co.				4 80			
	McCann, 18 00—	0 36			17 36			
	Disc't				36			
	Wages, PV					34 50		
	Prop. ck.	Settle				25 00		
	Wald. stlmt					21 00		
	Adv., Cantwell a/c							20 00
	Int. at Bank							30 00

Our Credit Page looks this way:

1917		Cash	Mdse	Disc't	Blank	Blank	Sunds.
Jan. 2	Cash, Mdse A/c	188 46					
	Expense A/c	22 59					
	Wages	80 50					
	Advertising	20 00					
	Interest	30 00					
	Disc't, Mdse.			1 47			
	Expense			0 36			

Now, take a slip of paper and take off the totals of all columns on both pages, and add them. You will find that the total for each page is $343.38; so your work balances thus far, and is almost certain to be correct.

Handling Cash Receipts

Your big source of cash receipts is mdse.; either through cash sales or payments on account. The most important and helpful simplicity of this system is that receipts from both sales and payments on account are lumped together. The system is run as if you were doing a cash business only; yet as will appear later on, you can run a credit business perfectly well with this system. My own sales have been 60 per cent. credit for over twenty years.

Occasionally you get money from some source other than mdse.; and you must take any such item into account before you go about the ascertainment of your "cash sales," as all receipts from mdse. are called under this system.

On January 2nd, therefore, let us say you sold an old desk for $10.00. That is a credit to furniture and fixtures a/c. You have a PV in the form of a yellow (rec'd on a/c.) slip, showing this transaction; and that slip is pasted in the PV book. But, as the transaction stands alone, you enter details in your journal under cash on the debit page and under Sunds on the credit page, thus:

	Cash
Cash, sold desk to J. M. Fox	$10.00
	Sunds
F. & F., Cash for desk	$10.00

Now both sides of your book show the increased total of $353.38, and you are ready to check up your cash receipts for January 2nd. Here is the rule. I suggest you cut it out and paste it on the inside front cover of your ledger.

Rule: Add together all cash disbursements for the day. Add thereto the cash balance of the day following.

Subtract from the grand total any cash received for sales other than mdse.

Subtract from remainder cash balance of this day.

Remainder is cash received from mdse. sales and collections, all of which we handle as cash sales.

Example of process:

Adding our cash disbursements of Jan. 2, we find a total of.....	$ 341.55
Add cash balance of Jan. 3.....	694.91
	$1,036.46
Subtract amount received from F. and F. sale	10.00
	$1,026.46
Subtract cash balance of morning Jan. 2	786.45
Leaves actual mdse. receipts (sales) of	$ 240.01

Checking Up

If this $240.01 agrees with your register account, or with whatever other system you have in operation for the checking of cash receipts and sales, the remainder of the day's work is simple. You enter, directly under the F. & F. item. "Mdse. Sales" and carry the $240.01 into the cash column on the debit page. On the credit page you enter in detail column, "Mdse. sales," and carry the $240.01 into the mdse. column.

If this figure does not agree, with reasonable approximation, with what your register or other system shows you

should have, you can keep January 2 open; leave two or three lines for later developments, and proceed with January 3, just the same. Then you can go over your records, just as you may have done before, and seek to locate the discrepancy.

If and when you satisfy yourself that either the $240.01 is correct or that you cannot now find the correct amount, you can enter the $240.01 and trust to good fortune, as you do now, to find the trouble later on.

But note this: The $240.01 is based not on any theoretical cash balance, but on the actual money you know you have on hand, so that, whatever errors may creep in, you start each day fresh with brass tacks facts.

Again, note that I refer to "reasonable approximation" of results. I do that because we all know that the register, or the drawer, or whatever other method you may have, does not always come out right. In fact, it very seldom works out to the penny. Nothing will excuse us for becoming lax about this fact. We must be watchful and eternally vigilant to see that our cash is handled with honesty and scrupulous accuracy. Everyone of us who gives these matters careful attention can improve his methods, and he owes it as his first duty to his business to make every possible improvement.

Meantime, we must be sensible enough to recognize facts, and one such fact is that variations from the regular will occur; and when we have a result very nearly in accord with the register account, we must enter it, so we can attend to our daily business.

My cash was out some $24.00 once, shortly after we had installed a new register, and though we kept the day open for a long time, we had to let it go after all. Some time afterwards we found a check for $23.89 which had lodged behind one of the drawers. The account had been receipted; and it is interesting to note that the only dishonesty about the transaction was on the part of a very sweet lady who never reported that that particular check had never been returned by her bank. My own people were on the level.

Proposed Increase of Cartage Tariff

Increased Cartage Charges Apply to All Part Car Lot Shipments—Will Affect Retailers Everywhere—Must Stand as an Increased Charge Against Goods, Says Wholesaler—Many New Articles Added to List of Exceptions to Tariff—Some Wholesalers' Opinions.

THE proposition of the railway cartage agents to revise their cartage rates by increasing the rate on all less than car lot shipments, has been placed before the Boards of Trade in the municipalities where such companies exist in all centres east of Port Arthur.

Any such change will in all probability ultimately be added to the cost of goods sold and consequently the matter is one of the greatest interest to all merchants over all the territory affected by this proposed new arrangement.

Increase Only in Part Car Lots

The new proposition is substantially as follows: The rates on all straight car load shipments shall remain at the present figures, the change coming in the less than car load rate, which up to the present has been the same as for the straight car. The rate changes are as follows: In Toronto car rate ¾ cents per hundred pounds, less than car lot 4 cents per hundred. In Montreal the car load rate is fixed at 4 cents a hundred, the less than car load at 4½ cents. In all other sections the increase is from 3 cents a hundred the car lot to 3½ cents for the part car. In small lots or individual packages it is proposed to increase the rate from 20 cents per hundred, the present rate, to 23 cents.

New Exceptions to the New Tariff

The new proposals also add materially to the exceptions to which this established rate shall not apply. The added exceptions are as follows:—

"Acids in carboys or demijohns, agricultural implements, bananas not crated, iron and steel products exceeding sixteen feet in length, joiner's work, loose lumber and ladders, loose leather, potatoes and apples in less than carload lots for private house delivery, rags, bones, scrap metal, scrap paper, scrap rubber in bags or uncompressed bales, sewing machines and billiard tables, motor cycles, bicycles and bicycle parts, and all empty packages, new or old, except knocked down flat, and caskets and coffins."

The contention of the railway companies is that on these particular lines the difficulty of haulage of small lots does not make the outlined rate sufficient to repay them for the labor and time occupied in the delivery.

It is proposed that these new charges should become effective on March 1. Of course, these changes are subject to the approval of the different Boards of Trade in the centres where such cartage companies operate, it being beyond the power of such companies to make any arbitrary changes from any established tariff without the consent of the Board of Trade. Just what action the Board may take on the matter is not yet known, as the proposed changes have only recently been brought to the attention of the traffic department, and no discussion of the matter has taken place.

The head of a large wholesale grocery concern of Toronto, when spoken to regarding the matter, stated that, though in the nature of the thing these charges were small, yet they were too large to be assimilated by the wholesaler. The keen competition of the grocery trade necessitated the doing of business on a small margin. The best that they expected to get was some 10 per cent. of profit. With this small margin it was evident, he thought, that even this small additional amount could not be assumed by the wholesaler. If this new rate came into effect the excess charge would ultimately have to be borne by the goods themselves. Wholesalers' prices were as a rule f.o.b. warehouse, and consequently the outgoing price was borne by the consignee, and it rested with him to say whether the charge was justified or not.

A prominent wholesale hardware merchant of Toronto is of the opinion that such increase in charges must of necessity ultimately be borne by the consumer. Jobbers have been assuming so many small increases in the past that the cost of doing business has immeasurably increased. It has in fact gone as far as it can go, and any further increase must of necessity be an extra charge against the goods. Their own charges for doing business have increased in the past few years from about 12½ per cent. to 20 per cent." "Would the increased rate mean any considerable item?" was asked. "I think it would be quite an item," was the reply. "In the hardware jobbing business there are comparatively few lines of goods handled in car lots. Some lines, of course, are stocked early in the season in quantities, but being near the manufacturing centre, it is our principle to carry a comparatively small stock and turn it over frequently. I would judge that only 10 per cent. of our business is done in car lots, consequently the new

tariff, if it should come into effect, would be operative against approximately 90 per cent. of our business. Of course, the consignee already pays the cartage charges on goods shipped to him, but he would have this extra charge of ¾ of a cent in our case added to that amount, while another ¾ of a cent a hundred, as I said before, would perforce have to be marked against the selling price of the goods. Though I have a good deal of sympathy with the cartage companies and their difficulties, we would register a protest against such an increase as a matter of principle until it was proved that the advance was necessary."

Considers the Increase Justified

A prominent wholesale paint jobber of Toronto was of the opinion that the increase was quite justifiable, and was of the opinion that the wholesale trade as a rule would consider it so. He admitted that the extra cost would have to go against the charges of the goods, but thought the item was a negligible quantity as far as the individual buyer was concerned, though the aggregate would probably be a big item for the cartage companies.

The matter is now in the hands of the different Boards of Trade awaiting their action on the matter.

Sea Casualties and Trade

The Part of the Tramp Steamer in the World's Trade — The Dangers That Surround It on Every Side an Item in the High Price of Commodities—The Carriers of the Nations Trade They are Worthy of a Moment's Thought and Appreciation.

NOT the least among the causes for the high cost of living is the item of sea casualties. They pass us by unnoticed in the whirl of world events; yet very few days pass by that there are not added to the list of these casualties of the sea some one or more names. Here is an instance culled from a recent paper:

"London, Jan. 1.—Lloyds reports the sinking of the British steamship Apsley Hall, 3,882 tons gross."

Down in a lower corner used as a filler the "Apsley Hall" has its brief moment. of history in a three-line notice. No one except her owners know where she hailed from and what stores she was laden with. Her loss marks a casualty item in the world of commerce, and serves to make the cost of some commodity a little higher.

The Tramps of the Sea.

No one notices the fate of these tramps of the sea, they are familiar in the quiet roadsteads where few ships come, they explore the shaded estuaries of palm bordered rivers; their ports of departure are the four corners of the world; the "Ultimate Isles" of the Seven Seas. The gatherers of commerce, they travel on no schedule, stopping for neither fair wind nor foul, gaining no word of comment or commendation, save the brief item that closes their career.

We hear of the arrival of great ships heavily laden with a various cargo, but the great ships are comparatively few and the lesser ships are many, they are the feeders of the nations, the gap in their ranks is hardly noticed, but each gap makes some commodity a little harder to get, a little higher priced. We grumble without thinking, we pay little attention to the causes behind that increase, we may blame the retailer or the wholesaler, but these little items in the daily press with their world of significance pass us by unnoticed.

Less than 4,000 tons burden, many of the boats that ply our inland waters are of heavier tonnage. One of the smallest cogs on the wheels of progress, yet their presence is a necessity and lacking it there is a grinding in the wheels and the result to us is higher prices.

A Name That Lived for a Moment

A little over a year ago the "Ancona" was torpedoed in the Mediterranean, a few days out from Palermo. It was not a great steamer, but it flared for a moment into the head lines of the public press because some of its seamen were Americans, and in those days it seemed that even the humblest seaman's life might be worth more than a word of protest. It flared for a day or so and died out, and the "Ancona" became only a term of diplomatic wrangling. On the "Ancona" there was $100,000 worth of macaroni, all consigned to American firms; there were thousands of boxes of lemons, as well as a general cargo; all of this was a total loss, because there was no war insurance on the cargo. A small item, doubtless in a world trade, but someone had to pay for it. This and other incidents all had their effect.

Difficulties of Transportation?

Of recent date Spanish onions and grapes have been high in price. The cause given is the familiar "difficulties of transportation," scarcity of tonnage is one item in this the other item is, Casualty. Liverpool, England, is the great market for these Spanish products. It is the great clearing house of the Spanish market, thither ply the tramp steamers straight across the zone of danger. Of recent months three of these "tramps," deep laden with Spanish goods, have joined the casualties of the sea; these are only three we know of. How many other of these notices of loss that daily dot the public print may be the bearers of these goods we cannot know, but we do know that all of them are bearing some goods of use to mankind.

"The Acts of God and the Enemies of the Government."

What percentage of the cost of living can be chalked up against the loss at sea, we do not know, we never can know, and it would serve no particular purpose if we could, save, perhaps, to add to our admiration for those sturdy men who go down to the sea in ships.

On every ocean they are found, following their various occasions, facing in the interests of the world's commerce the multiplied dangers of the sea, meeting unflinching those trials of courage that in their Bills of Lading are solemnly described as "the acts of God, or the enemies of the Government."

When you see these small items in the newspapers, outlining some other loss there may be no word to suggest the cargo, but there are few items in the world of trade that do not affect everyone directly or indirectly, and every one of these three line items is of moment to you. Every loss in the world's commodities is an actual loss that must be met somewhere, somehow, sometime. It is all an item in the upward marching price of things, and in remembering the loss remember the debt to these sailors of the broad seas who risk their lives that other men may live in comfort.

Bearing a petition containing the names of 111 wholesale houses, a delegation from Vancouver went to Victoria last week to ask the Government to make the change in the half-holiday inoperative so far as the wholesale men are concerned. It is contended that a Wednesday half holiday is not suitable for the wholesale trade.

Handling Ruffled Customers

Can the Business of Average Size Every Time Live Up, Literally, to That Famous Declaration: "the Customer is Always Right."

AN article which recently appeared in *"System,"* the Magazine of Business, entitled "Handling Ruffled Customers," contains so many truths regarding the subject that it is here reprinted for the benefit of salesmen. It will interest all clerks who are called upon to serve customers in the paint department. The article does not specifically deal with groceries, but many of the types of customers referred to are not by any means unknown to the clerks in grocery stores. The article, written by Russell Wilmot, follows:—

No matter what kind or size a man's business may be, he will doubtless have his quota of dissatisfied customers. The best he can hope to do is to hold it down to a minimum. Only a business which is in a position to create new customers more rapidly than it loses old ones can usually afford to have any at all.

Many merchants believe that an appeased customer isn't so valuable an asset to their stores as one who has never been provoked. It doesn't take much of a disappointment, they hold, to drive a customer to a competitor. The customer, to begin with, expects fair treatment and courtesy. He has, they believe, a right to expect them.

It is the occasional unreasonable customer, whose demands on the merchant are unfair to him and to his business, who really calls for the most careful consideration and who is likely to do the greatest amount of harm.

The point at which the unfair customer and the fair merchant can get together is often narrow and calls for great tact from those in charge of complaints. Perhaps, as a matter of fact, the stores suffer losses too often, rather than permit customers to leave in anger.

What Policy Can You Afford to Follow In Satisfying Customers Who Complain?

This brings up the question: Can a business man with an average sized store live up, literally, to that famous declaration of a merchant with a very big store: "The customer is always right"? Many think that there is such a thing as going too far in yielding to customers' requests regardless of their demands. Merchants' associations in several cities are restricting the privileges extended to customers by their members.

Yet it is of course true that often the customer may have just cause for complaint. And then it surely becomes the duty of the store to give every possible adjustment, for otherwise it is likely to suffer to a far greater degree than the customer. So it is important to locate the causes for justified complaints and to stamp them out.

One of these causes, and often an important one, may arise from the danger that advertising departments sometimes unintentionally misrepresent goods. Especially is this true where many of the customers involved are women.

Women are the chief readers of certain types of retail advertising copy. Many of them are drawn to their shopping trips by what the advertisements say, as well as by their faith in the integrity of their favorite stores. It would, therefore, seem logical that the primary aim of retail advertising within this field, next to an endeavor to create an immediate demand for the goods advertised, should be to gradually build up confidence, and thereby to attract steady purchases by always being able to make the goods square with their claims.

Even occasional misstatements in retail advertising copy of this type are likely to minimize the general good effects of an otherwise effective campaign by dissatisfying customers. One disgruntled woman customer who believes she has been misled may mean from one to ten centres of ill will.

Many successful stores, big and little, find it worth while to make a careful study of feminine temperament, not only as a step to winning new trade, but as a means of holding the old through minimizing the number of "kickers," as a result of the attitude taken by their advertising copy.

Here is an example in point. Altman's, one of the biggest department stores dealing with a high class of retail trade, gives close attention to this problem. Its method is simple. Each morning the buyers gather in a big room on an upper floor and consult with the advertising director. The buyers and the advertising man compare notes and make certain, through free discussion, that the merchandise fits all the statements to be made for it in the newspapers.

It is often difficult to tell whether or not living up to "the customer is always right" is sound—but the results of misjudgment are so severe, frequently, that many able merchandise men believe it wise always to yield to the customer's request if the amount involved is not too large.

Here is a case where misjudgment lost trade. A large and expensive Sunday advertisement in a Boston paper told of wonderful values in feathers and tips. For a year a certain woman had been looking forward to buying three short, graceful, heavy-headed feathers. Here was her chance.

Early Monday morning, therefore, she hurried into the shopping district and secured the feathers. She paid rather more than she had expected, but got exactly what she wanted. She carried the feathers to her milliner and had them placed upon a hat for an afternoon at a long anticipated symphony concert. When she left the concert, she found rain falling in torrents.

The graceful, curling feathers were soon draggled and straightened. Knowing, however, that they could be curled again at slight expense within a day or so, this woman took them to be re-curled to the very store at which she had purchased them. Two days later she called for them and was handed three over-curled, partly worn, wooly-fibred feathers.

"These are not mine," the woman declared. "You have made a mistake."

"We never make a mistake," the saleswoman replied, a bit haughtily.

"But they are not mine!" the woman protested. "Mine were just new—last Monday. They were much heavier and glossier fibred."

In vain she appealed to the floor manager and at the complaint office. The saleswoman declared that there had been no other black feathers in the repair room, the floor man was tolerantly incredulous, and the girl who had made the sale in Monday's rush could not be located.

The floor man pointed out to the complaint man—sotto voice—that any one with half an eye could see that the feathers were half worn out and had been cheap ones in the first place. The woman heard him, agreed with him, and explained afresh that hers were handsome new ones. She was told coldly that nothing could be done about it, and—with tears dangerously near the surface—she departed. She had been subjected to injustice and branded as guilty of attempting a flagrant piece of dishonesty by the employees of one of the largest firms in the country. She was helpless, and yet she was right.

Then there is a source of complaints originating with a carelessly trained sales force. There are means available at small expense for the average sized store which wants to instruct its sales force about what it sells. The large store can afford to use more elaborate means of its own creation to reach the same end. Therefore, there is apparently little excuse for a sales force with a soggy knowledge of what it is selling.

But, nevertheless, many a sales force is soggy in this respect.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

Advices from the West Indies are to the effect that molasses will be more plentiful this year than last. In 1916, owing to the dryness of the season, the sugar cane had to be cut earlier than usual and the sap was not sufficient to yield the usual quantity of molasses. This year damp weather has provided better conditions. The difficulty in securing vessels to bring the crop north is the biggest barrier in the way of much more satisfactory trade conditions.

W. T. Macoun and D. Johnson, of the Dominion Fruit Division, Ottawa, were in St. John recently on a trip to meet fruit growers. Mr. Macoun predicted that 1917 will show a bumper crop of fruit in Canada and a particularly heavy yield of apples. His reason for the latter statement was the fact that a great number of apple trees which were planted several years ago, at the time of the boom along this line, will be bearing for the first time this year and that there are enough of them to make a most appreciable difference in the crop. This is particularly true of the St. John and Annapolis valleys.

After eight months spent in the Maritime Provinces buying lamb and mutton for the Western Provinces, Fred J. Gallagher, of Winnipeg, has left again for the West. In explanation of the unusual movement of meats westward, Mr. Gallagher explained, in St. John, that the Western people like the sweet flavor of the lamb and mutton grown in the maritime districts, a distinctive flavor which they cannot attain in the West. They are willing to pay enough for it to make the long haul profitable. While in the east, Mr. Gallagher secured six 25,000-pound carloads of meat in New Brunswick and five in Prince Edward Island.

Quebec

E. L. Barter & Co., Sherbrooke, grocers, have dissolved.

W. Lefebvre, Plaisance, has been succeeded by L. N. Cregheur.

Adrian Gauthier, La Plaine, Quebec, was a business visitor to Montreal this week.

J. A. Thioret, St. Genevieve, Quebec, paid a business visit to Montreal during the present week.

George Waters, of George Waters & Co., St. Nicholas street, Montreal, died at his home on January 19.

J. L. Freeman, well known in Montreal, wholesale grocery circles, was visiting Sorel, Quebec, this week.

C. B. Hart, Montreal, has been appointed agent in Montreal and district for the firm of Seggerman Bros. Inc., who control many of the largest Rice Mills in the United States.

H. D. Marshall, Commission Broker, Montreal, has moved from his former premises 55 St. Francois Xavier St., to larger and more commodious premises in the Lake of the Woods Building, a little further Westwards.

The annual Convention of the Produce Merchants of Montreal and district will be held in Montreal, Feb. 6 and 7. John Wilson of Matthews Ltd., Montreal, the Secretary, is arranging the programme of interesting proceedings.

GORDON B. DRAKE,

A member of the Executive of the Retail Grocers' Association, who was elected Alderman for the City of London for 1917.

Armand Chaput, of L. Chaput Fils et Cie, Montreal, returned from a business visit to New York. He found the U. S. metropolis busy and noted while there the general impression present as to the sugar crop expectations.

Business acquantances of H. P. Briggs of H. D. Marshall, Montreal, will be interested to learn of Mr. Briggs' promotion to open and take charge of the new Halifax office of the firm. Mr Briggs goes to Halifax in time to open the offices on the 1st of February.

That Cecil T. Gordon, agent in Montreal for the Dominion Canners, has safely arrived in England where he is making a business tour of some six weeks duration, was the substance of a cablegram received early this week by the firm of J. Alex. Gordon & Co., brokers Montreal of which Cecil Gordon is a member.

A wireless message flashed from at sea somewhere off Norfolk conveyed the news to the firm of D. Hatton & Co., wholesale fish dealers, Montreal, that J. A. Paulhas one of the principals of the firm was returning from his recreative vacation of a fortnight on the East Coast. Mr. Paulhas was expected back early this week.

W. J. Falls, grocer and butcher, Colebrook St., Montreal, has resumed occupation of his former premises on Prince Albert Street repurchasing the business there from Mr. Herman. He will carry on the Colebrook Street premises as a branch, and make his headquarters in the Prince Albert Street premises. In both districts he is well known.

In the opinion of A. A. Ayer one of the most experienced veterans of the produce trade in Montreal, an important question to come up before the Produce Merchants' Association is that raised by the Ontario Government's proposals that cheese makers should pay for milk in accordance with the butter fat test. Mr. Ayer is entirely in favor of this but hopes that the Government will not put it into effect too quickly in order to give the cheese makers a chance to bring the change about amicably with all their patrons, and at the same time enabling the makers to learn how to apply the tests accurately. The necessity for paying according to the butter fat test, Mr. Ayer points out, is because some dairies show a test as low as 2 per cent. while others show a test of 5 per cent. Mr. Ayer's long experience enables him to say that a test of from 3½ per cent. to 4 per cent. is the best for cheese making purposes under present conditions in Canada.

Ontario

Shaw & Co., Keewatin, have discontinued.

Robt. Standish, Toronto, grocer, has discontinued.

Kuik Bros., North Bay, grocers, are discontinuing.

S. L. Squire, Waterford, has sold out to H. A. Anderson.

Wm. Patrick, Falconbridge, has sold to Dingman & Hawes.

Uffleman Bros., Ltd., Waterloo, have sold their general store to Bechtel Bros.

The store of the Co-operative Society, Preston, Ont., was burned on Thursday night of last week.

W. H. Gardner, Carleton Place, has been succeeded in his grocery and confectionery business by C. S. Bennett.

George Barnes, president of the Ontario Grape Growing and Wine Manufacturing Company, died on Saturday, January 21.

Morrow & Co., 39 Front street E., Toronto, have been appointed agents for Toronto of Libby, McNeill & Libby, Chicago. This arrangement took effect 1st of January.

D. W. Duff, buyer for the wholesale firm of Perkins, Ince & Co., is recovering after a severe attack of pneumonia. He has so far recovered as to be able to spend a few hours each day at his desk.

W. H. Millman, Sr., head of the brokerage firm of W. H. Millman & Sons, has left on an extended trip of several months to California. He is accompanied by Mrs. Millman and two daughters.

John Wesley Elliott, one of Kingston's best known residents, passed away on Jan. 13. For the last few years deceased had been representing Swift & Co.'s Chicago packing house through Eastern Ontario.

A seizure of oleomargarine has been made by the Brockville customs officer. It was being brought from Morristown, N.Y., and was detected in the luggage while an examination was being made by the landing officer.

Abram Hunsberger, Vineland, has purchased the grocery business of the late Thomas Wood, Beamsville. Mr. Hunsberger has over eighteen years' experience in business, recently being employed by C. G. Moyer & Sons, of Vineland.

Fire, believed to be due to defective wiring, damaged Weston's bakery, Toronto, on Saturday night, January 20. The blaze started on the ground floor near the elevator shaft and gained considerable headway before the firemen arrived.

R. T. Moron's grocery, Leamington, was entered on January 8, and a quantity of cigarettes and all the coppers in the till stolen. Entrance was effected through a back window. Such petty thefts as this have been quite frequent recently.

Harry Bell, for many years traveler and assistant buyer for Scandrett Bros., London, is severing his connection with the firm to become manager for Mason & Hickey's Saskatoon branch. Harry was dined by his fellow-employees and presented with a handsome traveler's trunk. F. P. McLean, another employee, who is leaving, was presented with a handsome traveling bag. Both presentations were made by George Scott, the oldest employee of the firm.

Gordon B. Drake, grocer, London, was elected alderman for the city of London for 1917. Mr. Drake headed the poll in No. 3 Ward. Gordon is a member of the executive of the Retail Grocers' Association, and is also an enthusiastic member of the Retail Merchants' Association.

The store of Chas. Depper & Son, on the Hamilton road, was entered by burglars at an early hour in the morning. Mr. Depper and his son were awakened

C. T. WOODSIDE,

Formerly a retail grocer at Saskatoon, now manager of the Calgary branch of W. H. Escott Co., Winnipeg.

by an automatic burgular alarm, and hurried to scene, armed with 38 calibre revolvers. The burglars escaped by the side door. Mr. Depper and son gave chase and fired after them, but the burglars made their escape. Nothing was missed except some tobacco.

The fruit growers of Niagara township are going to petition the Dominion Government to remove the duty on fresh fruit and vegetables coming into Canada from November to June, and prohibiting altogether the importation of fresh fruits and vegetables into Canada between July and October. The free entry is during the time Canadian fruit and vegetables are not in season and the prohibition during the open season.

F. W. Hudson, manager of the Canada Brokerage Company, has returned from London, where he visited with his son, Lieut. W. Drew Hudson, who is with the Imperial Siege Artillery. He was accompanied by Mrs. Hudson and their two daughters. Lieut. Hudson first joined the Royal Flying Corps after completing his training course in Virginia, but found it necessary to transfer to the artillery owing to the effect that high altitudes have on the action of the heart.

To show in detail the growth of onions, lettuce, celery, and tomatoes, moving pictures taken in Leamington and Hamilton districts, were used by S. C. Johnston, of the vegetable branch of the Ontario Department of Agriculture, in addressing the vegetable growers of Stratford district on their second annual conference. Mr. Johnston stated that as Canada imports fully half the onions consumed in the Dominion, the Government is particularly anxious to assist gardeners in growing this vegetable.

At the last regular meeting of the London Retail Grocers' Association, the discussion was practically confined to prices on soaps, matches and canned soups. It was the general opinion of all present that they should get six cents a bar for soaps. Owing to the increased cost of matches and canned soups, it was considered the grocer would be working for nothing, if he did not get more profit on these lines. It was decided to invite the St. Thomas grocers to their next meeting and to entertain them to luncheon after the meeting.

Western Provinces

A. E. Buswell, Flaxcombe, Sask., has sold out.

H. R. Taylor, Brownlee, Sask., is discontinuing.

S. B. Myrnam, Alberta, has sold his general store.

J. E. McColl, Flaxcombe, Sask., has commenced business.

M. T. Zanke, Pendennis, Sask., grocer, has discontinued.

Highworth Grocery, Winnipeg, has sold to W. J. Parker.

R. Boy, Prussia, Sask., is amalgamating with M. Boy Co.

Plotkin Bros., Swift Current, Sask., have moved to Morse.

Colonial Grocery, Winnipeg, Man., has sold out to W. J. Parker.

Watrous Supply Co., Watrous, Sask., have sold their general store.

The Capital Grocery, Limited, Regina, Sask., has been incorporated.

Webb Grading Co., Webb, Sask., has been succeeded by L. E. Moen.

L. Rosenblat, Balsam Bay, Man., has been succeeded by A. Knelman.

Mills & Bearisto, Sedgewick, Alta., have opened a branch at Merna.

Wm. H. Gunn, Winnipeg grocer, has been succeeded by Lena Tirkletop.

D. Calof, Bender, Sask., has sold his stock and fixtures to Simon Pechet.

M. Chitter, Calgary, Alta., has opened a fruit and confectionery, etc., store.

J. H. Avery, Winnipeg, Man., grocer, has been succeeded by M. Piatigorski.

E. A. Rosen, Eyebrow, Sask., has been succeeded by S. Bookhalter, Pangman.

J. A. Carlson, flour and feed, Radville, Sask., has been succeeded by H. C. Bean

Roblin Farmers' Supply Co., Roblin, Man., are removing their stock to Dauphin.

Johnson & Sample, Radisson, Sask., have sold their stock to H. Field, Winnipeg.

W. P. PRESNAIL,

of the Harper-Presnail Cigar Co., Hamilton, who has just returned from a visit to Western Canada, where he attended the annual convention of Mason & Hickey's travellers and branch managers.

Pakulak and Boyezuk, grocers, Sturgis, Sask., have been succeeded by D. Pakulak.

Philip Marrin, see.-treas. of the Jobin Marrin Co., Winnipeg, is on a holiday in California.

P. J. Morrow, Calgary, Alta., has sold the stock of his grocery and fruit store to Mrs. P. J. Morrow.

S. M. Sereaton, sales manager, Mason & Hickey, Winnipeg, has returned from a business trip to California.

Christie Grant, Ltd., a large mail order house, Winnipeg, are planning to open a retail store in Winnipeg.

Regd. E. Grant, manager for Geo. Vipond & Co., Winnipeg, has gone to California, and will be absent about a month.

At a fire in St. Bonifaee, Man., last week, damage was done by smoke and water to the store of J. B. Borrowman.

The Robt. Gillespie Co., Winnipeg, have been appointed agents for Skinner's Maearoni, manufactured in Omaha, Neb.

Hugh J. Hickey, of Mason and Hickey, manufacturers' agents, Winnipeg, left for California last Monday on a business trip.

The Robt. Gillespie Co., Winnipeg, have been appointed representatives in British Columbia for Caley's, London and Norwieh, Eng.

Andrew Kelly, president of the Western Canada Flour Mills, has been visiting Pacific Coast cities during the past two weeks, and will return in a few days.

J. T. Williams, president of The Creamette Co., Minneapolis, Minn., has returned home after attending the Mason and Hickey sales convention at Winnipeg.

F. Coward, 402 Spadina Ave., Toronto, has been appointed agent in the East for the Miehigan Tea Rusk Co., by the Robt. Gillespie Co., Winnipeg, who are the agents for Canada.

A. Williams, city traveler for the William Davies Co., Ltd., Winnipeg, has returned from a honeymoon spent at Niagara Falls and other points in Ontario. The wedding took plaee in Winnipeg prior to Christmas.

W. P. Riley, president and general manager of the A. Maedonald Co., Winnipeg, is on a visit to the Pacific Coast, in connection with important business. He is expected back in a few days, having been away two weeks or more.

G. F. Dingle, manager of the Calgary office of Tees & Persse, Ltd., Winnipeg, is going overseas in connection with Y.M.C.A. work, and is succeeded by E. H. Telfer, who has been connected with the brokerage business in Calgary for some time.

Stuart Watson, of Watson and Truesdale, manufacturers' agents, Winnipeg, has been on a business trip to the Pacific Coast, going as far south as California, and calling at coast towns in Washington and British Columbia. Watson and Truesdale represent a number of manufacturers on the Coast. He was also in Chieago.

C. T. Woodside, a retailer in Saskatoon for some years, who owned one of the most attractive looking stores in the West, has sold his interests in that business (as announced in this paper several weeks ago) and will henceforth devote his energies to the brokerage business. Mr. Woodside has joined the staff of W. H. Escott Co., Winnipeg, and will have charge of their interests in Calgary. On the occasion of his departure from Saskatoon, a luneheon was held at the King George Hotel, Saskatoon, to whieh about fifty prominent citizens sat down. F. H. McMillan presided, and spoke in appreciative terms of the assistance rendered by Mr. Woodside as citizen and business man. Malcolm Isbister, president of the Saskatoon Board of Trade, after speaking at some length on Mr. Woodside's conneetion with that body, presented him with a elub bag, fitted with toilet requisites. C. T. Woodside was formerly in the retail business at Portage la Prairie, Man., leaving five years ago to open at Saskatoon. In the latter city he was president of the Retail Merchants' Association for two years.

DYSON CO.'S BANQUET

The Dyson Co., Ltd., Winnipeg, held their annual banquet at the Fort Garry Hotel, Winnipeg, on Saturday, Jan. 6. Covers were laid for twenty-five, of

D. J. DYSON,
President of The Dyson Co.

whom all were members of the Dyson Co.'s staff, with the exception of Geo. N. Jaekson, manager of the Walter Woods Co., who delivered an address to the gathering.

The chair was occupied by E. B. Reynolds, sales manager, and among those present were: D. J. Dyson, W. B. Adam, A. W. Benton, R. J. Boyd, Chas. Bentz, H. Booth, B. Bishop, W. G. Bowyer, Art. Bradley, C. R. Chidwick, C. B. Conley, J. B. Carter, Fred Eedy, Jos. Farr, A. E. Kelly, S. K. Mudie, L. Martin, W. M. McGeachy, A. B. Peterkin, Geo. H. Price, P. Rutherford, Philip Sehiek, Harvey Thexton.

The toast, the Chief, was proposed by W. B. Adam, and responded to by D. J. Dyson. W. G. Bowyer replied to the toast, "The Goods We Sell," and the toast, "The Boys on the Road," was replied to by A. B. Peterkin. The musieal part of the programme was supplied by Geo. H. Price and Jos. Farr.

THROUGH OTHER SPECTACLES

BLOWING OUT A CANDLE

From New York *Tribune*

The distance from which an average man can blow out a candle rarely exceeds three feet. If he is an adept at blowing smoke rings, however, a candle may be extinguished at 12 feet. Of course, the smoke isn't necessary. An ordinary air ring will do, and has the added advantage of being invisible. Simply pucker the mouth as you would to blow a smoke ring and expel air in a quick, sharp manner. It takes a good deal of practice to do it.

An easier way to show the effect, if one is doubtful is to place a sheet of cloth or canvas over the open side of a box otherwise closed, making a small, round hole in another side. Then tap in a sharp manner on the canvas, and invisible air rings will be produced. If the hole is pointed at a person's face and the rings are made, he will feel them as they strike his face. Only a few trials are necessary to extinguish a candle at 12 feet. To render the rings visible, a smudge may be burned in the box, or a small dish of ammonia may be placed side by side with a small dish of hydrochloric acid, the combined fumes of these liquids making a dense smoke.

The explanation why one can't put out the candle at 12 feet is that the energy of expulsion is conserved and practically all retained in the smoke ring, while a simple blowing has to set in motion a whole stream of air, and is, therefore, wasteful.

"THE MIDDLEMAN" WHO AND WHY

In this time of tribulation and recrimination, when those who have the ear of the public from the President of the United States to the secretary of the dishwashers' union are heaping maledictions upon the middleman; when all our ills are charged up to this long suffering individual and all our blessings are accepted as having been wrested from Providence in spite of him, it is timely to inquire, "Who is the Middleman, anyway?" We already know, of course, that he is the buffer between the producer and the consumer, the trouble man, who receives the kicks of one and the complaints of the other, but what is the service, if any, which he performs, and why tolerate him?

The middleman is not given to self praise nor has he been featured as a striking central figure in either romance or history, but no one has performed a more vital and striking service for humanity than he. The middleman is neither a parasite nor a sluggard. He is a creator. Commerce is his handwork and commerce is the element that, above all other things has promoted advancement and civilization, and established the dominance in the world. It is the middleman who, raking the nethermost parts of earth to find products with exploration and settlement. It is the middleman who has made it possible to prosecute agriculture upon other than along most restricted lines; by finding markets for the surplus product abroad, and has furnished the facilities for creating manufacturing enterprise, through the assembly of the raw material and the disposition of output. Our great railway system came into existence at his behest. The big steamships that traverse the seven seas are operated to carry the freightage supplied by him. The middleman was the pioneer locator of centres of population, from the greatest of metropolitan cities to the most modest of country hamlets, and the activities which he sustains are their main support.

Yes, the middleman may readily justify his existence. He has not heralded his accomplishments with blare of trumpets, but they are real and tangible, nevertheless. There is much to show of benefits from the profits which accrue from his operations. In spite of accusation the middleman may well be classed with that type of labor who is worthy of his hire.

CHEER UP, PRICES HAVE BEEN HIGHER

New England Grocer and Tradesman.

With the present price of food advancing almost daily, people are apt to think that we are being carried to greater heights in the cost of living than ever before.

A little timely information along this line has been found in an old grocery ledger kept by Mr. H. W. Plummer when he was in business in East Vassalboro, Maine, from 1868 to 1876. In looking over this ledger, among the prices carried out in accounts for the year 1869 are $15 for a barrel of flour, 70 cents for a gallon of molasses, 55 cents for a half pound of tea, and fifty cents for two pounds of lard. Farmers, however, got but 18 cents a pound for butter and 20 cents a dozen for eggs, while lemons sold for 7 cents each, and either brown or white sugar brought 15 cents a pound. Tobacco was 20 cents a plug, vinegar 12 cents a quart, and rice, 14 cents a pound.

WHEN THINGS WERE CHEAP

The *Wholesale Grocer*

In 1302 a sheep sold in France for $1; a pig for $2.

In 1361 apples in Germany were worth $1 a thousand.

In 1376 eggs sold in Barcelona for 36c a hundred.

A hunting horn cost in Spain in 1527 a little over 75c.

In 1542 a tanned cowhide in England cost 9 shillings.

In 1564 a pair of shoes made in England cost 20c.

In 1594 gunpowder sold for 14 per hundredweight.

In 1617 a cannon was made at Paris that cost $742.

GETTING WHAT ONE BUYS

Grocers' Magazine

There are here and there numbers of grocers and provision dealers who sell fresh meats who own no large meat scales.

The result is that unless they keep a careful record of each piece of meat sold, weighing the waste as well, they never know whether the quantity of meat they are charged for is what they get.

Good merchants have ample facilities for weighing everything they buy which is sold them by weight and would as soon close the front door for keeps as go without suitable scales, to see that they get what they pay for, as well as to weigh out smaller quantities for customers.

The old advice, "Count, measure, weigh or gauge everything you buy," is just as good to-day as it ever was.

The men who has no suitable scales or other devices for following this rule will find the purchase of such the best investment he can make.

It is a wonder that persons employing such slack methods can get along at all under such competitive conditions as exist to-day, but nature seeems to be generous to many of us, supplying most everybody with a little of what the world calls ability. This little helps out the man who is lamentably lame in some other direction.

BUSY THOUGHTS OF A BUSY FELLOW

The *Wholesale Grocer*

Make friends, but not favorites.

Stop a bad account at once.

Don't worry: don't overbuy.

Be wary of dealings of unsuccessful men.

Be cautious, but when a bargain is made stick to it.

Keep down expenses, but don't be stiugy.

Be content with small begnnings and develop them.

Stick to chosen pursuits, but uot to chosen methods.

Don't take new risks to retrieve old ones.

Make plans ahead, but don't make them in cast iron.

Don't tell what you are going to do until you have done it.

Keep a high vitality; keen insured; keep sober; keep cool.

The basis of modern commerce is credit, and the hasis of credit is houor.

It often happens that "a substitute shines brightly as a king" through no special radiance of its own.

GROCERS AND FIRE PREVENTION.

New England Grocer and Tradesman.

We wouder that the retail grocers do uot take more interest in the subject of fire prevention; even when they have been requested to iuterest themselves and to participate with other lines of business in fire prevention, the retail grocers have received the proposition with apathy and shown no interest. Certainly the retail grocery stores are, from their very nature, subject to fire waste; they contaiu many iuflammable commodities,—boxes, barrels, papers and packings—and, altogether, the grocery store is a hazardous risk. The retail grocers complain a great deal of the high cost of insurance, but it must be either a high rate of insurance or they must improve the conditions of their premises. If they cannot make up their minds that it is good business policy to carry full insurance on their building and stock they should at least keep the premises in such good order that the fire menace is reduced to a minimum.

The cigarette and match habit together compose one of the greatest menaces which contributes to the fire hazard. It makes no difference nowadays whether it is in a store, the railroad statiou, or wherever the cigarette smoker lights up and drops his match; it makes no difference whether on the paper littered floor or on the polished hall floor of some residence where he happens to be calling. The cigarette smoker is not only a menace but a common nuisance these days and appears to have neither sense of courtesy or decency.

The first step toward improving conditions, so far as fire menace is concerned, is a rigid inspection and the scrupulous cleanliness of premises. Destruction from fire is one of the greatest economic wastes which we in the United States have to-day, amounting to many millions of dollars auuually, and whatever goes up in smoke is lost, for replacing it with insurance simply means that the loss has been replaced at the expense of some line of thrift. But there is no way of figuring so that whatever has been destroyed by fire can appear to be anything except what it is—an absolute loss.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

A DECLINE of 10c per hundred was recorded in the price of Canadian sugars during the week. Larger supplies of new crop raw sugars are reaching the market. There are some indications that sugar might be lower within the next month or six weeks. Flour held steady during the week, but at the time of writing there is an inclination toward weakness, owing to the easier prices for wheat. Charcoal has advanced in Toronto and will in all probability be increased to the country districts as well.

There is a scarcity of molasses, with a good demand. Difficulty in getting shipments forward is causing a temporary shortage in this product. Prices have been named on new season California figs which are ten per cent. higher than last year. Teas were firmer in the primary market by one cent per pound. Locally the prices in teas held steady. Shippers of shelled walnuts in France have withdrawn quotations for later shipment than February. Japan and Patna rice have been advanced 10c per hundred by one of the large import milling concerns. There have been no advances as yet on rice by wholesalers, but firmness in the primary market has made local prices firm.

Potatoes are in firm market. Fish is also slightly higher in some lines, owing to the bigger demand for the product. Live hogs made a considerable advance during the week and pork products were firmer as a result, advances being registered in some lines. Chewing gums have advanced from 5 to 10%. Brown wrapping paper has shown a further advance. Costs of containers and parcel wrapping materials have advanced in cost so rapidly that they are seriously affecting grocers' profits.

The canned goods market is quiet, and prices are being shaded by some wholesalers, although the market generally is firm. The consumption of canned goods has been curtailed by the high prices prevailing. A wide range of prices is being quoted on spices.

QUEBEC MARKETS

MONTREAL, Jan. 23.—Markets for groceries and provisions during the present week have not shown any marked features as contrasted with the previous weeks. There has been a steady increase, however, in business generally. The flour business is reported better though still rather quiet with prices of wheat fluctuating. Feeds are very firm and in sharp demand. Provisions are showing steady rather than brisk business with eggs firmer priced, and hogs scarce and costmore per hundred pounds. Teas are very firm, coffees show signs of firmness, spices are likely to cost more later on, and vegetables especially potatoes, are more costly this week. Fish are also showing the results of scarcity of supply. Canned goods are in quiet market. Rice, tapioca, and beans are in market condition similar to last week, that is firmness for the beans, and for tapioca, rather reasonable conditions as regards rice. Molasses and the syrups keep very firm indeed. A line supplied by retailers in spring time for spraying orchards etc. namely blue-stone or sulphate of copper is quoted cheaper this week by two cents per lb. or 6 to 20 cents.

Chewing gums have risen this week by about from five to ten per cent. due to increase in cost of all ingredients and also packing materials. An important change in price is noted also in brown wrapping paper which is up half a cent a pound. Retailers are advised to exercise renewed economy in wrapping materials as far as consistent with good clean service, this in their own interests.

Sugar Showed a Ten-Cent Decline

Montreal

SUGAR.—There was a further reduction in sugar prices in Montreal last Saturday at ten a.m. The reduction was a small one only ten cents, bringing price of standard granulated to $7.40. Reason for the reduction was of course the slackened condition of the market generally and the effect of the impression existing that there is a very large crop coming forward. As a matter of fact, however, this crop is still uncertain, and to bank on it would be unwise. Sugar may have a sudden sharp recovery when least expected, due to almost any reason which affects this very fluctuating market. At the same time to buy largely at any time is a policy not recommended by the refiners who point out to retailers the fact that contracts are even now being filled which were booked at forty cents above the present market. Steady "hand-to-mouth" buying year in year out is declared to be in the long run most profitable to retailers.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 40
Acadia Sugar Refinery, extra granulated	7 30
Wallaceburg sugar	7 30
Special icing, barrels	7 40
Yellow, No. 1	7 00
Powdered, barrels	7 50
Paris lumps, barrels	8 00
Crystal diamonds, barrels	8 00
Assorted tea cubes, boxes	8 00

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Lima Beans And Gallon Pears Up

Montreal

CANNED GOODS.—Conditions of market as regards canned goods are quiet with always the old firmness prevalent though here and there some slight reductions in prices to retailer could be found. Some increases in prices of certain canned goods were noted this week. For instance lima beans in cans went up fifteen cents per dozen. These were formerly $1.45 a dozen and are now $1.60 a dozen. Pears in gallon tins went up 15 cents also making the dozen now $5.90. For the most part the prices quoted below are the ruling market prices, though as pointed out variations may be found in certain

cases and sometimes towards rather easier figures though the main tendency is towards exceeding firmness for canned goods. The fact that canned asparagus (imported from the States) and priced so as to retail at 30 cents a can, is attracting business where tomaoes used to hold the field unquestioned owing to their much lower price is one aspect of the canned good situation worth noting.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 00
Cbums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Coboes, 1-lb. talla	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkina, 2½a	1 60	1 70
Pumpkina, 3s	....	1 75
Apples (gallon)	3 75	4 00

Fig Growers Ask High New Crop Prices

Montreal

DRIED FRUITS.—Conditions affecting the market for dried fruits are not very pronounced one way or the other at present. The market, in the words of one leading wholesaler is "rather featureless". Prices for new crop figs from California have come in to agents from growers, but they are exceedingly high, and Montreal wholesalers are holding off from buying meantime. The packers in California have however, bought half the crop already, and the growers are convinced that they will have small competition to meet from Europe, hence the high prices. The scarcity of small sizes in prunes is most marked, and these are now in fact at a premium in the market where in former times they were at a discount. Dried apricots have however been moving more freely to the retailers, and a freshening of retail trade demand for dried fruits against Lenten requirements may be expected shortly.

EVAPORATED FRUITS.	Per lb.	
Apples, cboice winter, 25-lb. boxes.	....	0 12
Apples, cboice winter, 50-lb. boxes	....	0 12
Apricots (old crop)	0 16	0 17
Slabs	....	0 18
Cboice, 25's, faced, new crop.	....	0 22
Nectarines, cboice	....	0 11½
Peaches, cboice	0 10	0 12
Pears, cboice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, cboicest	....	0 13½
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Figs—		
Spanish (new), mats, per mat.	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced.	0 13	0 13½
40 to 50, in 25-lb. boxes, faced.	0 12	0 13
50 to 70, in 25-lb. boxes, faced.	0 11	0 12½
70 to 80, in 25-lb. boxes, faced.	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced.	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 12

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses and the Syrups All Firm

Montreal

MOLASSES AND SYRUPS.—Apparently the efforts of a small coterie of the growers in Barbadoes to make the purchasers of molasses in Montreal assume the risk of extra freight charges and war insurance rates in making contracts for supplies of molasses of the new season's manufacture have not been successful. Large dealers in Montreal are now able to book orders on the old basis without difficulty. The market however is exceedingly firm, and supplies in stock now cannot be spun out to last so as to give plentiful quantities out towards the time before new crop arrives. Prices still hold as quoted last week, however, corn syrups are very firm, and there is considerable difficulty in getting transportation by rail for glucose consignments keeping this market also firm as ever. Maple syrup also is exceptionally firm indeed hard to secure in large supply at all.

	Prices for Island of Montreal. Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Perfect seal jars, 3 lbs., 1 doz. in case, case.		3 25
2 lb. tins, 2 doz. in case, case.		3 25
5 lb. tins, 1 doz. in case, case		3 65
10 lb. tins, ½ doz. in case, case		3 55
20 lb. tins, ¼ doz. in case, case		3 50
Barrels, about 700 lbs.		0 04½
Half barrels, about 350 lbs.		0 04¾
Quarter barrels, about 175 lbs.		0 05
2 gallon wooden pails, 25 lbs. each, per pail.		1 70
3 gallon wooden pails, 38½ lbs. each, per pail.		2 40
5 gallon wooden pails, 65 lbs. each, per pail.		3 70
Lily White—		
2 lb. tins, 2 doz. in case, per case		3 75
5 lb. tins, 1 doz. in case, per case		4 15
10 lb. tins, ½ doz. in case, per case		4 05
20 lb. tins, ¼ doz. in case, per case		4 00

Nuts Keeping Firmer A Shelled Almond Note

Montreal

NUTS.—While local prices are for the present unaffected there is a firmness in shelled almonds at the primary markets, and the same tendency applies to other lines of nuts, notably pecans. Shelled pecans, as pointed out last week, are very firm now, and may remain so. Walnuts are also firm, and with every prospect of remaining high priced. Importations of new shelled cost at least 6 cents per pound more to the importer than they did this time last year. A very large percentage of the increase is due to war risk insurance at sea.

Almonds (Tara), per lb.	0 21	0 22
Almonds (sbelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and amall), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 45

Beans Keep Firm Barley is Easier

Montreal

BEANS.—Still the firmness of market continues as regards beans, and there are no very plentiful supplies going a-begging on the market. It is calculated by one importer of California limas that at the prices being quoted now for lima beans the wholesalers will hardly be able to continue selling at ten cents per pound as they are doing at present. Wholesalers however, have reasonably large stocks on hand, and there may be an easing up of the bean situation when Canadian beans come more freely on the market if they do at any sort of prices to compare with former scales of price. That all beans will continue firm is fairly well assured however as indications are at present. Peas are in similarly firm market, but there have been rather better supplies of barley available of late, and a slight variation of prices in downward range is shown this week.

Beans—		
Canadian 3-lb. pickers, per bushel.	6 75	7 20
Canadian band-picked	....	7 50
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Rice Business Good Tapioca Very Firm

Montreal

RICE AND TAPIOCA.—Rather more activity in rice is the rule of business for the time being, and the prospects are for good business to supply needs for Lent which opens within a month from now. Rice supplies have maintained excellent quality and reasonable prices for many months and the situation is unaltered so far. Tapioca is very firm, and in fairly brisk demand even though prices are high. There is quite a possibility that owing to the extreme shortage of ships, tapioca supplies may be scanty and prices higher. Apparently there is no actual crop

shortage to affect prices, only the ship shortage not improved by raider-work.

Rangoon rice, per 100 lbs.		4 30
"Texas" Carolina, per 100 lbs.		7 00
Real Carolina, per 100 lbs.	7 50	8 00
Patna (fancy)		7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	0 10	0 10½

Bulk and Package Cocoas Keep Steady

Montreal

COCOA.—As compared with the demand for tea and coffee the demand for cocoa and chocolate as beverages is small. The winter season gives the opportunity for encouraging this business since the value of cocoa as a warming and nourishing food can be pointed out. During the reign of King High Cost of Living, cocoa has done very little price advancing. There is at present, in the opinion of several leading merchants of cocoa in Montreal, little prospect of any immediate advance in cocoa, even though cost of containers which was responsible for the last small advance in prices, is still on the climb. Bulk cocoas at from 30 to 35 cents a pound to the retailer, and package cocoas at prices as quoted under, are still in steady market this week.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Still Greater is Firmness in Teas

Montreal

TEA.—Duty or no duty, teas continue tremendously firm, and it becomes necessary this week to advance the average quotations given in this column to guide the retailer in his tea purchases. It is claimed to be impossible to get Orange pekoes any longer at the 30-cent figure long quoted here; indeed, except in very rare cases, the retailer requiring this line would probably have to pay 35 cents. But some merchants may still be found willing to quote about 32 cents to good customers. Supply of teas is shorter, demand is greater, and the ocean freights and insurance conditions are absolutely at their firmest so far, yet with still firmer prospects in sight. Therefore, teas will continue high priced and may go higher than quotations here given.

Pekoe Souchongs, per lb.	0 26	0 27
Pekoes, per lb.	0 29	0 31
Orange Pekoes	0 32	0 35

Coffee is Affected Slightly by Raider

Montreal—

COFFEE.—Keeping in very quiet but steady market coffee shows no price changes this week, but the activities of the enemy raider or raiders on the high seas have advanced marine insurance rates to almost fifty cents a bag on coffees. This sort of thing cannot fail but firm the market eventually for coffee, and with the additional cost of containers, and the general peculiarities of the situation as regards market for coffee, some tendency to advance is again the tone of the market. The tendency is, however, only a slight one, and no very violent fluctuation is looked for immediately.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Black and White Peppers Make History

Montreal

SPICES. — Submarines and spices, raiders and the raw materials for supplying the grinders are intimately connected in matter of market conditions this week for the effects of the recent raider activities in the southern oceans have been towards further reduction of ship-space, and further enhancement of marine insurance rates. Spices seem bound to become firmer in consequence as far as primary markets, and ultimately, of course, local markets are concerned. Great firmness is maintained in the values of all spot stocks, and shortages of some lines are more than half expected. One remarkable condition of the present week is the fact that black and white peppers have for the first time in the history of the trade reached a state of equality in prices, and as a matter of fact passed that point since telicherry had gone a quarter of a cent higher than Singapore white early in the week. Prices to retailer remain so far unchanged from last week.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 87	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—45 to 50c.			
Ginger (pure)	....—0 20	....—....	....—....
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	....—0 28	....—1 16	....—0 28
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 45	....—0 80
Peppers, black	....—0 30	0 87—0 95	....—0 40
Peppers, white	....—0 37	1 17—1 22	....—0 39
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 20—0 22	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....
Lower prices for pails, boxes or bailers when delivery can be secured.			
Cardamom seed, per lb., bulk		2 00	2 50
Carraway, Dutch (nominal)		....	0 60
Cinnamon, China, lb.		0 18	0 25
Mustard seed, bulk		....	0 25
Celery seed, bulk		0 36	0 46
Shredded cocoanut, in pails		0 21	0 23
Cinnamon, per lb., 35c.			
Pimento, whole		....	12-15

Vegetable Prices Advance a Little

Montreal

FRUIT AND VEGETABLES.—Not a great many changes fall to be recorded in fruit prices this week, the principal tendency being firmness in apples, and good demand for oranges which sell at prices as last week's quotations. In vegetables, however, there have been rather more alterations. Potatoes have gone up to $2.25 per bag. The reason for this is a shortage of supply, and the effects of frost on a number of carloads in transportation. Cauliflower is up 50 cents a dozen to $3. California celery is advanced 50 cents a crate, to $9. Boston head lettuce is down a shade to $1.75 per box of two dozen, and curly lettuce is also down 25 cents to 75 cents per doz. Canadian head lettuce is practically all off the market now. Cabbage is up 50 cents to $4.50 per bbl. Leeks are now 20 cents a bunch or $2.40 a dozen. Parsley is also up to 50 cents per dozen bunches for Canadian and $1 a dozen for United States grown (larger bunches).

Oranges, Navels, per box	1 60	3 00
Oranges Floridas)	....	3 00
Lemons	2 50	3 50
	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	....
Fameuse, per bbl.	7 00	....
Spies	8 50	9 00
Baldwins	5 00	4 50
Kings	5 00	4 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (California) crate	....	9 00
Onions, red, per bag (75 lbs.)	....	2 75
Onions, Spanish, per crate	6 25	6 50
Potatoes, per bag (80 lbs.)	1 90	2 00
Carrots, per bag	....	1 00
Beets, per bag	....	1 25
Parsnips	....	1 25
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	1 75
Tomatoes, hothouse, lb.	....	0 25
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	4 50
Cranberries (Cape Cod), barrel	10 00	11 00
Beans, U.S. wax, basket	....	4 00
Beans, U.S. green, basket	....	3 50
Leeks, per doz. bunches	1 50	2 00
Parsley, doz.	0 50	1 00
Mint, doz.	....	0 50
Watercress, doz.	....	0 50

Several Fish Lines Found to be Scarce

Montreal

FISH.—A scarcity of lake fish is reported, and higher prices for these lines may be expected. In sea fish also there are several scarcer lines for the present week. Pacific coast salmon and halibut are scarce and firm priced. Haddock are scarcer. They are reported to have been indeed almost unobtainable in Canadian waters, and very small arrivals have been coming in to Montreal. Steak cod are in firm market, with almost a famine as regards supply of them, and very good demand to meet. Tommy cods are short in supply with a very brisk demand to meet, and are high priced at $3.50 per barrel. Smelts are also briskly called for, and all frozen fish is in good demand. The usual Lenten demand for salt fish is anticipated pretty soon.

SMOKED FISH

Haddies	0 11	0 12
Haddies, fillet	....	0 15
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40

SALTED AND PICKLED FISH

Herring (Labrador), per lb.		3 50
Salmon (Labradmor), per bbl.		20 00

Salmon (B. C. Red)	16 00
Sea Trout, red and pale per bbl.	15 00
Green Cod, No. 1, per bbl.	14 00
Mackerel, No. 1, per bbl.	21 00
Codfish (Skinless), (100-lb. box)	9 00
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box	1 80

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 40
Prawns, Imperial gal.	2 50
Shrimps, Imperial gal.	2 50
Scallops	3 00

FRESH FROZEN SEA FISH.

Halibut	18 —20
Haddock, fancy, express, lb.	10
Mackerel (med.), each	20
Mackerel (large), each	25
Cod, steak, fancy, express, lb.	10
Salmon, Western	16 —18
Salmon, Gaspe	18 —20

FRESH FROZEN LAKE FISH.

Pike, lb.	0 08	0 09
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.	....	13 00
Malpeque Shell Oysters (ordinary), bbl.	....	10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00

FRESH FISH.

Haddock	....	0 10
Steak Cod	0 10	0 12
Market Cod	....	0 08½
Carp	0 10	0 11

ONTARIO MARKETS

TORONTO, Jan. 18.—Conditions in the grocery trade have continued in a promising condition. Price changes have perhaps been fewer during the week, with nearly all in an upward direction. One brand of package cereal goods has recorded a downward movement of 50c per case. Butter is easier in tone, and eggs are slightly firmer owing to the fact that storage supplies are being depleted and the cold weather is not conducive to making the hens lay. Hog products have registered an increase of from ¼c to 1c per pound on a number of lines. This is due to the firm and rising market for live hogs. These latter are quoted $1 per hundred higher this week. New prices on California figs have been named, which are 10 per cent. higher than the opening price of last year. Shippers of shelled French walnuts have withdrawn quotations for shipments later than February. Japan and Patna rices have advanced slightly by one of the large importers at Vancouver. Fish is in firmer market due to the buying of American interests and the larger quantities being used by the armies of Great Britain. Potatoes are reported scarce, with prices advanced during the week.

Sugar Declined 10c *Per Hundred in Week*

Toronto

SUGAR.—A decline of 10c per hundred on all grades of sugar went into effect on January 20. There is an easier feeling in the sugar market in the face of the possibility of an excellent crop of raw sugar on the Island of Cuba. Conditions have continued favorable for a good yield in that district, and nothing has yet occurred to destroy the expectations that the present campaign will give the largest production on record. Raw sugars at New York during the week declined from 5.38c to 5.20c duty paid. Refiners in that centre are holding off in their buying in anticipation of cheaper raws in the near future. Production is slightly behind that of last year, but the crop is there, although the grinding season is just a little backward. On Jan. 15 reports from the Island stated that 148 centrals were grinding, as compared with 155 centrals in operation at the same time last year. This indicates that production is rapidly catching up to the same figures of last year. When the season is in full swing, it is anticipated there will be a larger number of centrals grinding than last season. Demand for sugar locally has been somewhat better during the week. There is a feeling in the trade that lower-priced sugars will prevail in the near future.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 48
Acadia Sugar Refinery, extra granulated	7 38
Dominion Sugar Refinery, extra granulated	7 38
Yellow, No. 1	7 08
Special icing, barrels	7 68
Powdered, barrels	7 58
Paris lumps, barrels	8 08
Assorted tea cubes, boxes	8 08

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Charcoal in City Routes Up 2c Per Bag

Toronto

CHARCOAL, GUM.—Local dealers in charcoal have advanced the price of charcoal on their city routes from 8c per bag to 10c per bag, making an upward movement to the extent of 2c. The question of whether it will be advanced to country points had not yet been decided upon at the time of writing, but it is expected this point will be decided upon before the present week is over. This new price in city stores necessitates that the retailer sell at 13c per bag or two for 25c. In some instances the retailer is charging 13c, while in other cases in the city it is selling at a straight 15c per bag. There is strong probability that the price will be raised to country points also. All chewing gum manufactured by Canadian makers has recorded an advance during the week of from 2c to 10c per box.

Demand for Molasses Heavier: Supplies Short

Toronto

MOLASSES AND SYRUPS.—There has been a heavier demand for molasses during the week. Some wholesalers are now out of stock, and are unable to get supplies in immediately owing to congested freight conditions. This is a condition that is expected to right itself in the near future. Production at the primary points will in all probability be heavy, especially in the West Indian field. Corn syrups held in steady market with a good demand reported.

Corn Syrups—	
Barrels, per lb.	0 04½
Cases, 2-lb. tins, 2 doz. in case	3 25
Cases, 5-lb. tins, 1 doz. in case	3 65
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy Barbadoes, gal.	0 75
West India, gal.	0 42 — 0 44
New Orleans, gal.	0 42 — 0 44

Canned Corn and Peas Moving Freely in Market

Toronto

CANNED GOODS.—There is a good demand reported for canned peas and corn, these commodities moving into trade channels quite freely. Tomatoes are still slow, but stocks are light, and this is operating to hold the market steady. The opinion was expressed in certain quarters that tomatoes purchased at comparatively low figures will eventually be a bearish element in the market and that retailers will decide to take a smaller profit than they have contemplated at first. There has been a good demand for cohoe salmon in the 1-lb. talls during the week. Prices for canned goods quite generally held steady during the week.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	3 25
½ flats, cases 8 doz., per doz.	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Cbums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 80
Pinks, ½-lb. tins	....	1 00
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 00
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Corn, 2's, doz.	1 50	1 60
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cberries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 25	2 50
Do., 1s, doz.	....	1 45

New California Figs Will be 10% *Higher*

Toronto

DRIED FRUITS.—Prices have been named for the new California table figs, which are 10 per cent. higher than the opening prices of last year. Some of these are expected in this market in the near future. Shipments of new crop apricots are also expected to reach this market from California in the near future. In candied peels the supplies on spot are light. For importation from England the prices are costing 1c per pound higher. There are small quantities

of these English peel being brought forward. In the local market the candied citron peel advanced 3c per pound in certain instances. It is now quoted from 28c to 30c per pound. Prunes are unchanged, stocks at Coast points being firmly held in a few hands. California bleached raisins are being quoted at 15c to 16c per pound. Some Spanish Valencia raisins are due to arrive on the market this week. This is the last of the season's crop. The market for Greek currants is quiet. The small supplies that recently arrived from Greece are moving freely.

Apples, evaporated, per lb.	0 11½	0 12
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case...	3 10	3 25
Dromedary dates, 3 doz. in case.....	3 85	4 00
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 06¼	0 07
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25's, faced	0 13	....
40-50s, per lb., 25's, faced	0 12½	....
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lb., 25s, faced	0 09½	0 10
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 15	0 16
Valencia, Cal.	0 10½	0 11
Valencia, Spanisb	0 10½	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 11½	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Another Upward Move In Primary Tea Market

Toronto

TEAS.—Information received by cable at the first of the present week indicate that teas in the London auctions are climbing to still higher levels. An advance of 1c per pound was recorded in all grades of Indians and Ceylons. There is little in the situation that inclines to the belief in easier prices for teas. Supplies on spot at present are low, and with the possibility of still higher marine insurance if submarines continue to get in their work, and, with shipping facilities slow, everything points to a continued firmness. Further details as to the closing of the tea auctions in Colombo and Ceylon have not been received. Locally the price of teas held steady.

	Per lb.	
Pekoe Souchongs	0 25	0 27
Pekoes	0 28	0 30
Orange Pekoes	0 30	0 34
Broken Pekoes	0 32	0 35
Broken Orange Pekoes	0 34	0 38

These prices do not indicate the wide range in the values. They are for good medium grades, and meant to give some indication of price movements.

Winter Weather Has Stimulated Coffee Trade

Toronto

COFFEE.—The recent cold winter weather has had a beneficial result on the consumption of coffee. Some dealers report the trade was never better than at the present time. More private families are taking to the using of coffee where formerly it was confined largely to the restaurant trade. One of the reasons assigned for this is the fact that the range of prices between tea and coffee are now more nearly on a parity. Tea in the past has usually been lower-priced than coffee. With recent advances in the tea market, it is now selling for approximately the same price as coffees. Locally prices for coffee have remained unchanged during the week.

Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Trade in Spices Has Been Reported Good

Toronto

SPICES.—Trade in spices during the week has been good. Some of the wholesalers reported a quietness last week, but this they attributed to the fact that their travellers were not pushing for business. There is a continued firmness in the spice market. Carraway seed is very firm; so firm, in fact, that it is practically off the market. An instance was noted in the city where one large firm had purchased a single bag of carraway at 72c per pound. Prices have held steady during the week. While the range in most instances is considered not too high in the face of the present condition of the primary market, still there are quotations by some dealers that are lower than those quoted last week. In the report below the range is given.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	0 22	0 25
Peppers, white	0 38	0 42
Peppers, black	0 28	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	....	0 25
Carraway seed, whole	0 55	0 75
Cream of Tartar—		
French, pure	0 48	0 50
American high test	0 53	0 55

Shelled Walnuts Not to Be Had Beyond February

Toronto

NUTS.—Shippers of shelled walnuts in France have withdrawn quotations for this commodity at shipping dates later than February. This would indicate that supplies are growing less. There has been a good demand for shelled walnuts for bakers' and confectioners' use. The demand for most nut lines is comparatively light at the present time. Stocks of nuts that arrived too late for the holiday trade are reported in some instances to be placed before the trade at a very narrow margin. It is anticipated generally that there will not be much change in the price of nuts unless a further increase in marine insurance should operate to send prices higher. Grenobles are slightly easier in price by ½c per pound.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	5 75
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Japans and Patna Rices Up In Price

Toronto

RICE AND TAPIOCA.—An advance of 10c per 100 pounds has been made in the price of Japan and Patna rices by one of the large importing houses in Vancouver. Local wholesalers, however, have not followed up, as most of them are covered on contracts for some time into the future. All Southern rices are firm. It is anticipated there will be higher prices in most rice lines in the not distant future. Tapioca is also in firm market. At the present time this commodity is being sold comparatively cheaper in this market than it is in either London or New York by 1c per pound.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10	0 10½

Farmers Are Testing Out the Bean Market

Toronto

BEANS.—From present indications it would seem that farmers who are still holding stocks of beans are feeling the market to see what prices they are able to get at this time. Offerings they have made to the wholesale trade in some instances have been as high as $6.75 per bushel. There is a firmness in the market, with lowest quotations on Ontarios advanced 25c during the week. Lima beans are still in strong market, with a tendency to ask higher prices in certain quarters. There are very few concerns that are quoting below 10½c per pound.

Ontario, 1-lb. to 2-lb. pickers, bush.	6 75	7 00
Rangoon, per bushel	5 90	6 00
Japanese, per bushel	....	6 00
Limas, per pound	0 10	0 11

One Brand of Package Cereals Quoted Lower

Toronto

PACKAGES.—The Purity brand of rolled oats are again selling at $4 per case, after having been quoted at $4.50

for some six weeks. There is a good demand for package cereals of all kinds. The plant of the Quaker Oats Company is being rebuilt at Peterboro. In the meantime, until this work is accomplished, the mill at Saskatoon is working to capacity to look after the Canadian trade. Starch products are in firm market owing to the uncertainty of being able to get supplies of corn from the United States. It is stated corn is obtainable there if the price is paid, but the deliveries by the railways are not always to be depended upon, although supplies are coming forward in better quantity.

Cornflakes, per case	2 50	2 95
Rolled oats, round, case	4 00	4 50
Rolled oats, square case	4 75	4 85
Shredded wheat, case		3 60
Cornstarch, No. 1, pound cartons		0 08½
No. 2, pound cartons		0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons		0 08½

Goldeyes Are Now In: Salmon Trout Are Out

Toronto

FISH AND OYSTERS.—There has been a general firmness in fish products during the week as the result of the heavier demand. Winter caught goldeyes are now in the market, and are selling at 7c per pound in case lots of 125 pounds, with a ½c per pound extra for broken lots. Pickerel are also in the market, and are being quoted at 11½c in case lots and ½c higher in broken lots. Haddies are quoted ½c per pound higher at 12½c. There is also a firmness in Labrador pickled herring, now selling at $4.25 per keg, as compared with $4 last week. In barrels the Labrador herring are selling at $8, as compared with $7.75 last week. Fancy steak cod is firmer in price, and is quoted up to 11c. Frozen Lake Superior herrings are firm at 5c per pound, none of the lower-priced being quoted at 4½c. Frozen salmon trout are off the market for the time being. Buyers from the United States are bidding for the supplies of Western fish and the British Government has been taking considerable supplies for the army. These factors have given the fish market a firm tendency. Oysters held steady in price during the week, with a fairly good demand reported.

SMOKED FISH.		
Ciscoes, per lb.	....	0 14
Haddies, per lb., new cured	....	0 12½
Haddies, fillets, per lb.	....	0 14
Kippered herring, per box	1 60	1 75
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
PICKLED AND DRIED FISH.		
Labrador herring, keg	....	4 25
Labrador herring, barrel	....	8 00
Salt mackerel, kits	....	2 25
Quail on toast, lb.	....	0 09½
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 15	0 15½
Coboe salmon (red), frozen	....	0 14
Qualla salmon (pink), frozen	0 08	0 09
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	0 10	0 11
FRESH LAKE FISH.		
Pike, lb.	....	0 08
Whitefish, lb., frozen	0 11½	0 12
Goldeyes, lb.	....	0 07
Pickerel, lb.	....	0 11½
Herrings, frozen, Lake Superior	....	0 05
Lake trout, frozen, lb.	....	....
Herrings, frozen, Lake Superior	0 04½	0 05
Lake trout, frozen, lb.	0 12	0 12½
Tullibees, lb.	....	0 08
Yellow pickerel	....	0 11½
Smelts, No. 1, lb.	....	0 12½
Oysters—		
Standards, gal.	1 80	2 30
Selects, gal.	2 50	2 65
Shell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Lemons and Oranges Slightly Easier in Price

Toronto

FRUIT.—California navel oranges were quoted slightly easier in price during the week, the range being from $2.75 to $3.25 per case, as compared with a range last week of $3 to $3.25. Florida oranges are off the market at present, except the tangerine variety. Japanese tangerines are about cleaned out also. California lemons are also easier, being quoted 25c per case below the figures of last week, at $3.75 to $4.25. Messina lemons in some instances are quoted 25c per case down, the range now being $3.25 to $3.75, as compared with $3.50 to $3.75 last week. Apples are becoming scarce, not much of a variety being exhibited. Some nice samples of Cuban grapefruit arrived in the market during the week, which is being quoted up as high as $4 per case. The range in this fruit is now from $3 to $4 per case. Shipments of fruit from United States points are arriving more promptly now. Trade is for the most part somewhat quiet.

Apples—		
Barrel	3 25	6 00
Spys, No. 1	6 00	7 00
Spys, No. 2	....	5 50
Boxes, American	2 35	2 50
Boxes, B.C.	2 35	2 50
Bauanas, bunch	2 00	2 50
Cranberries, bbl.	10 50	11 00
Boxes, 28-qt.	3 75	4 00
Oranges—		
Cal. Navels	2 75	3 50
Tangerines, Florida, case	2 50	2 75
Grapes—		
Spanisb Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 50	4 25
Grapefruit, Cuban	3 00	4 00
Porto Rican, case	3 00	3 25
Lemons, Cal., case	3 75	4 25
Messinas, case	3 25	3 75
Pineapples, Porto Rican	4 50	5 00
Cuban, case	4 00	4 25
Strawberries, 1-qt.	0 50	0 65

Potatoes Move Up 15c to 35c Per Bag

Toronto

VEGETABLES.—Potatoes have been in firm market during the week, and prices have registered an advance of 15c to 25c per bag. The reason assigned is the scarcity and the eagerness of American buyers to get available stock. Beets are in firm market, and are quoted as high as $2 per bag. California celery is slightly higher in certain quarters, being quoted as high as $7.75 per case. Florida head lettuce is selling at $3.25 per hamper. Onions of all kinds are firm. The Spanish variety in crates are quoted from $5.50 to $6, which represents an upward tendency of from 25c to 50c. Half cases are 50c higher. British Columbia onions are selling from $4 to $4.50 per sack. Parsnips are in firm market, being quoted $1.75, none at lower prices being in evidence. Green peppers are being quoted at 60c to 75c per dozen. The market for vegetables is somewhat quiet, the most notable feature being the advance in potatoes and onions.

Articbokes, Cal. French, doz.	1 00	1 25
Beans, green string, hamper	....	6 50
Beets, bag	1 50	2 00
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hotbouse, doz.	2 25	2 50
Cauliflower, Cal., 18 to 24 in box	3 75	4 00
Carrots, bag	1 25	1 50
New, hamper	....	1 50
Celery, California, case	7 50	7 75
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Florida head lettuce, hamper	....	3 25
Mushrooms, 4 lbs.	2 00	2 50
Onions—		
Spanish, crate, 120 lbs.	5 50	6 00
Spanish, half cases	2 75	3 25
Spanish, small crate	....	2 00
B.C. onions, 100-lb. sack	4 00	4 50
Green, per bunch	0 50	0 65
Potatoes—		
N. Brunswick, Delawares, 90-lb. sacks	....	2 75
Sweet, New Jersey, hamper	2 15	2 25
Ontario, 90-lb. bags	....	2 50
B.C., 90-lb.	....	2 60
Parsnips, bag	....	1 75
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	....	0 75
Turnips, yellow	0 75	0 85

MANITOBA MARKETS

WINNIPEG, January 24.—Business has been quiet during the past three weeks. Dealers are buying more hand to mouth, and the opinion prevails that both dealer and jobber are pretty well stocked-up. The retailer, like the jobber, has been carrying every dollar's worth he could in expectation of advancing prices. Jobbers in Winnipeg as a rule are carrying much heavier stocks than they did this time last year. There has been a marked falling off lately in the sale of cereals, canned goods, sugar, beans, etc. Specialty men calling on the retail trade say that the dealer is inclined to be afraid of what may happen should peace be declared, but the feeling in the trade seems to be that prices will not collapse when the war ends. People have been looking up history to find out what happened after the Napoleonic wars, and the Franco-German war. Millers find that the price of flour jumped on the declaration of peace. However, everybody is quite confident that business will be booming again before this month is out.

The features this week are:—a record hog market (13.35); an advance of a dollar in feeds expected; a tendency for jobbers in Winnipeg to quote lower on canned tomatoes in order to induce business; while beans are not moving in the retail stores, jobbers are raising their prices, a big advance in Manchurians having gone into effect now.

East Did Not Follow Decline in Alta. and Sask.

Winnipeg

SUGAR.—Another decline of 10c per 100 lbs. has taken place in sugar prices. The demand locally is very light. Prices now in effect are as follows:

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 10
Extra ground or icing, boxes	8 95
Extra ground or icing, bbls.	8 65
Powdered, boxes	8 75
Powdered, bbls.	8 55
Hard lump (100-lb. case)	9 05
Montreal yellow, bags	7 70
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 15
Halves, 90 lbs., per cwt.	8 25
Bales, 20 lbs., per cwt.	8 25
Powdered, 50s	8 80
Powdered, 25s	9 05
Icing, barrels	8 80
Icing, 50s	9 00
Cut loaf, barrels	9 00
Cut loaf, 50s	9 20
Cut loaf, 25s	9 45
Sugar, Britisb Columbia—	
Extra granulated sugar	8 10
Bar sugar, bbls.	8 15
Bar sugar, boxes, 25s	8 55
Icing sugar, bbls.	8 25
Icing sugar, boxes, 50s	8 45
H. P. lumps, 60-lb. cases	8 95
H. P. lumps, 25-lb. boxes	9 20
Yellow, in bags	7 65

New Fig Prices, Jobbers Advance Prunes

Winnipeg

DRIED FRUITS.—There is very little to say in connection with this market. New prices are out on California figs, and they are approximately two or three cents per lb. higher than they were last year. As the crop will not be harvested until October, it is hard to say much about them. Jobbers are advancing their prices on prunes; for 90-100s, the price ranges around 9c, with an advance of ¾c up the list.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb..	0 11	0 11½
Apricots—		
Choice, 25's	....	0 20
Choice, 10's	....	0 20⅝
Pears—		
Choice, 25's	....	0 12½
Peaches—		
Choice, 25-lb. boxes	....	0 10
Choice, 10-lb. boxes	....	0 10⅝
Currants—		
Fresh cleaned, Australian, lb.	....	0 19
Amalias, Greek, wet cleaned	0 18	0 18½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	2 00
Raisins, California—		
16 oz. fancy, seeded	....	0 11½
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 09
40 to 50, 25s	....	0 12¾
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

Beans Going Higher Jump in Manchurians

Winnipeg

DRIED VEGETABLES.—The sale of beans continues slow, but the price continues to go up despite that fact. In sympathy with Japanese beans, Manchurians have taken a big jump, and are now quoted 5.25-5.50 per bushel. In the primary market, Japanese beans are hard to get, and would have to sell for $6.75. Some jobbers are out of Japs entirely, and are featuring Manchurians. Brokers state that they are able to sell to the wholesale trade in the East at a dollar per bushel more than some jobbers have been selling to the retail trade during the past two months. California prices on white beans are $6.30 per bushel f.o.b. San Francisco, for a grade equal to fancy Japs., which would make them about $7.50 Winnipeg. It can thus be seen what the bean market is coming to. Split peas are going higher, and it looks that those quoting $7.00 will have to advance before long. Whole peas are exceptionally hard to get in the primary market. Limas are very firm.

Beans—		
Japanese, white beans, bushel	5 30	5 75
Manchurian, bushel	5 25	5 50
California Lima Beans—		
80-lb. sacks	0 09½	0 09¾
Barley—		
Pot, per sack, 98 lbs.	4 60	4 70
Pearl, per sack, 98 lbs.	6 60	6 65
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	....	4 00

RICE AND TAPIOCA.—There is very little change in these markets. A typical quotation on tapioca and sago is as follows: Pearl tapioca $8.25; sago $7.00.

Rice and Tapioca—		
Ex.-fancy Japan, per lb., 100-lb. bags..	....	0 06
Fancy Japan	....	0 05¾
No. 2 Japan	....	0 04⅝
Siam, per lb., 100-lb. bags	....	0 04½
Patna, per lb., 100-lb. bag	....	0 07¼
Carolina, per lb., 100-lb. sacks	....	0 08½
Sago, pearl, sacks, per lb	0 07	0 08
Tapioca, pearl	0 08¼	0 09

Canned Tomatoes Decline Try to Stimulate Business

Winnipeg

CANNED GOODS.—The wholesale trade are hoping that with the coming of spring, the public will begin to eat canned tomatoes, corn and peas more freely. While the market on these goods is just as firm as ever at points of production, there is a marked tendency for Winnipeg jobbers to shade their prices to get business. For instance, one house, which has been selling tomatoes, 2½'s, at $4.00, is now offering them at $3.00. They state that it would cost them that to bring them in from the States, and the tomatoes would not be as good. The reduction amounts to about 5 per cent. One jobber says: "We have simply done this because of the light demand, and to encourage sales." One house is offering corn at $2.95, but if they had to go out and buy to-day, they could not buy good corn to sell for less than $3.25.

VINEGAR.—A local jobber advises that he does not expect an advance for some time. There might be one of a cent or two in midsummer, but apart from that he does not expect a change until the fall. The slight advance likely in midsummer he does not think warrants merchants buying ahead. He quotes as follows: pure spirit proof white or malt ½ bbls. per gal. 27c; 50 per cent. over proof, per gal. 38c; white or malt ½ bbls. gal 24c; cider vinegar, ½ bbls. gal. 25c.

Sea Herrings 7½c Fish Still Rather Scarce

Winnipeg

FISH AND POULTRY.—Sea herring arriving on this market, are quoted at 7½c. Supplies of fish are coming in better, not sufficient by any means, but enough to supply needs for a time. Bigger supplies are expected soon. No. 1 Finnan haddies are said now to be fairly plentiful at 13½c. The poultry market is still quiet, very little coming in from the country.

Oysters, Imperial gallon	3 00
Whitefish	0 09
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17
Sea herring	0 07½

Lemon Market Firm Potatoes Tend Upward

Winnipeg

FRUIT AND VEGETABLES.—Cauliflowers are arriving in limited suppply, and they are bringing $5.00 per case. There are very few imported cabbages offered, but there is some local stuff, which is bringing $3.50 per cwt., this being an advance from $2.00 per cwt. in a week. Potatoes are tending upwards, some houses asking $1.00 per bushel in 10 bushel lots. The lemon market seems to be firm. Lemons were down two weeks ago, but this was for early fruit. Bananas are quoted 5½c lb.

Artichokes, doz.	....	1 50
Brussels sprouts, lb.	....	0 25
Manitoba potatoes, 10-bushel lots	....	1 00
Manitoba potatoes, carlots, bush., f.o.b. Winnipeg	....	0 90
Celery, Cal., doz.	....	1 50
Carrots, bushel	....	0 75
Turnips, bushel	....	0 60
Onions, per cwt.	....	3 50
Cabbage, per cwt.	....	3 50
Cauliflower, Cal., case	5 00	5 00
Head lettuce, Cal., crate	....	4 75
Head lettuce, Florida, hamper 3 doz.	....	5 50
Imported mushrooms	....	0 90
Sweet potatoes, hamper	....	5 00
Tomatoes, Florida, basket	....	1 50
Fruits—		
Oranges, navels, case	....	3 00
Oranges, Florida, box	....	3 00
Lemons	5 00	5 50
Grape fruit	....	4 50
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	5 50	6 00
Ontario apples, No. 3	....	4 50
Jonathans, Washington, box	1 75	2 25
Wine Saps, box	....	2 00
Rome Beauties, box	....	2 00
B.C. McIntosh Reds, No. 1	....	2 25
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 00
Pears, D'Anjou, box	....	4 50
Strawberries, box	....	0 60
Bananas, lb.	....	0 05½

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., Jan. 23.—The movements of the prices of root vegetables have interested the trade generally more for the last week than anything else. Potatoes, choice, are now $40 a ton, with a tendency to go higher. This is due to heavy shipments out. One hundred and fifty carloads have gone to St. Joe, Mo., alone, and that is only a sample of shipments south. In Seattle, just across the line, the price to-day is $60.

Onions are selling for $80 and $85 a ton, with American buyers watching chances to gobble them up. Butter remains firm, but with a suggestion of an easement before an advance. Fresh eggs are away behind the demand, but storage eggs are moving freely. Importations are being made from Seattle, but close watch is being kept to see that no Chinese eggs are being slipped over. The army bean is very scarce and may advance in price. Flour has not fluctuated much this week, but there seems no tendency to a decline.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 23. — Sugar has dropped ten cents and is now eight fifty-five. All hog products are advancing. Cooked hams are up a cent and a half. Back bacon is quoted at twenty-six cents. Lard, three's are twelve sixty, but sharp advances are not far off. Carroway seeds are quoted at a much higher figure to-day than they were recently, fifty cents a pound, as against thirty. Wagstaff's jam again advanced seventy-eight cents, being the price of strawberry fours. Royal Crown soap, which advanced recently thirty cents, has now declined twenty cents case on single case prices. Pickles, package teas, oyster shell, and biscuits are among advances of week.

CALGARY:		
Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 40
Rice, Siam, cwt.	....	**4 75**
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 55
Cheese, No. 1 Ontario, large	....	0 26¼
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	12 60
Bacon, smoked backs, lb.	....	0 26
Bacon, smoked sides, lb.	....	0 26
Eggs, new-laid, doz.	....	0 45
Eggs, storage, case	9 75	10 50
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a.cse	5 00	5 50

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Jan. 23.—Business during past two weeks has been exceptionally good and wholesalers are pleased with prospects for next few months. The markets have been comparatively quiet since last report. Sugar, however, has shown a decline of ten cents, making the present basis eight sixty-five. Rolled oats, too, has moved and price is three fifty. Royal Crown soap has declined thirty cents per case, and is being sold at five fifteen. Pure lard is offered at twelve ninety; compound ten fifty.

EDMONTON:		
Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s, basis	....	3 50
Rice, Siam, lb.	....	**0 04½**
Sago and Tapioca, lb.	0 09	**0 10**
Sugar, pure cane, granulated, cwt.	....	8 65
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 47
Lard, pure, 3s, per case	....	12 90
Bacon, smoked backs, lb.	....	**0 25**
Bacon, smoked sides, lb.	....	**0 26½**
Eggs, No. 1	....	0 42
Eggs, storage, case	....	11 50
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	**5 50**
Raspberries, 2s, Ontario, case	....	**5 50**
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case	....	13 50
Salmon, pink, talls, case	....	5 00

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Jan. 23.—There are few changes to report on local market during week. Most staples remain firm, market is quiet. Sugar market declined ten cents Saturday, Jan. 20. New quotation, $8.34. Graham flour and buckwheat flour show slight advances of about 25 cents. Bail cornmeal is quoted at $3.35 bail. A slight advance is also reported in lines of shoe and stove polishes, amounting to from five to ten cents a dozen.

REGINA—		
Beans, small white Japan, busb.	....	5 10
Flour, No. 1 patents, 98s, per bbl.	....	10 00
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 70
Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 08¾
Sugar, pure cane, granulated, cwt.	....	8 34
Cheese, No. 1, Ontario, large	....	0 27
Butter, creamery, lb.	....	0 45
Lard, pure, 3s, per case	....	12 75
Bacon, smoked sides, lb.	....	0 30
Bacon, smoked backs, lb.	....	0 28
Eggs, new-laid	....	0 60
Eggs, storage, No. 2	....	0 40
Tomatoes, 3s, standard, case	....	4 35
Corn, 2s, standard, case	....	3 55
Peas, 2s, standard, case	....	2 88
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 25
Peaches, 2s, Ontario, case	....	3 95
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall, case	6 60	6 75
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid	....	0 50
Eggs, storage	0 40	0 42

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B.—For what is expected to be a quiet season, grocers report excellent business this month and conditions generally satisfactory. Jobbers are facing a shortage in several lines of canned goods before season ends, as they have been unable to complete stock of various goods of this nature owing to short crop. Despite high prices retailers stocked up well in fall and only a few orders are being handled at present and not much activity expected until repeat orders come in next month. Owing to continued difficulties in transportation, spices generally continue to advance, with pepper the leader in this movement. Sugar shows a drop of ten cents this week and continuance of this tendency anticipated. Present quotations are standard granulated, $7.55 to $7.60; United Empire, $7.45 to $7.50; bright yellow, $7.35 to $7.40; No. 1 yellow, $7.15 to $7.20; Paris lumps, $8.75 to $9. Same conditions have effected two-cent reduction in molasses, now 60c to 61c and gradual decrease is expected on account of favorable crop conditions. Dairy products show heavy decline, with new laid eggs at 45c. to 50c.; case eggs, 39c. to 42c., and dairy butter, 38c. to 41c. Compound lard is firmer at 17¾c to 18c. Pork showed reduction during week, but is back to same quotations and future tendency is in doubt. Bacon is easier, with roll at 25c. to 26c., and breakfast, 26c. to 27c. Cold weather is holding back movement of potatoes and

(Continued on page 44.)

FLOUR AND CEREALS

Flour In Reviving Market; Feeds Firm

Montreal

FLOUR AND FEEDS.—There is unprecedented firmness in feeds, and prices of flour have not shown any downward tendency though the market is not tremendously active. Business however, is reported rather better than it has been since the beginning of the year, and with the embargoes on railway freight shipments in the West eased up a little if only temporarily, there has been an enlivening tendency to further the recovery of the market to the normal condition following after holiday dullness. Wheat has been in uncertain market for the past few weeks, the tendency to liquidate stocks keeping prices from following the firming direction all the way. No one is willing to predict definitely, but there are ideas of firmer wheat in the future, and these are based on opinions regarding the amount of wheat available to supply the market up to the coming of harvest again. To some it seems difficult to imagine where enough wheat is to come from to meet market needs this spring with the visible supply as it can be calculated at present. Stocks of flour are believed to be for the time being sufficient. As regards feeds the case is entirely the reverse; there is a crying demand for feeds, and straight cars of shorts are at a premium. Oats are scarce and going firmer in market view.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 00	10 20
Second patents	9 50	9 70
Strong bakers	9 30	9 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	36 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel	....	0 71

CEREALS COMING INTO LENTEN DEMAND

Montreal

CEREALS.—The approach of Lent is bringing along the usual tendency to activity in the cereals bulk and package. Lent brings an increased consumption of these goods. Numbers of retailers' enquiries for supplies are coming in to the jobbers' and manufacturers' agents, and business is looking brisker. With wheat uncertain there have been no increases in price, or tendencies towards increase for the present though the increased cost of all packing materials has its effect in the direction of the familiar lines of package cereals in firming the market as far as may be without actual advances in excess of those recently recorded.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	5 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 30
Cornmeal, yellow, 98 lbs.	....	3 40
Graham flour, 98 lbs.	....	4 75
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 25
Oatmeal, granulated, 98 lbs.	....	4 25
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	....	3 95
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 75
Wheatlets, 98 lbs.	....	5 00

Flour Inclines To Weakness In Market

Wheat at Winnipeg Has Held Within Narrow Limits With a Tendency to Decline—Business With Mills Light.

Toronto

FLOUR.—In the face of the wheat market flour is in slightly easier tone. On Wednesday of last week the cash product at Winnipeg for No. 1 Northern closed at $1.82¾. On Tuesday of the present week it closed at $1.78¼. The highest point reached during the week in review was $1.84½ for the cash product. From this point, reached on Thursday of last week, the decline has been by easy stages until the lowest point of the week was reached on Tuesday. The local demand for flour is very slow and export is practically at a standstill. Most of the large mills have representatives in England at present endeavoring to find out just what will be required according to the new grinding regulations. Until they receive something definite there will be very little grinding for the export trade. At one time it was thought that certain grades of flour being turned out by the mills would fill the requirements but this opinion has been upset and the mills now do not know where they are at until more definite information is received. Manitoba wheat flour held steady in price during the week. Ontario winter wheat flour also held at the same quotation as last week, with demand somewhat light.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 90	10 10
Second patents	9 40	9 60
Strong bakers	9 20	9 40
Ontario Winter Wheat Flour—		
High patents	8 90	9 10
Second patents	8 50	8 70

WHITE CORN FLOUR AND HOMINY ARE EASIER

Toronto

CEREALS. — Competition and the ability to get supplies of corn with less difficulty has had the tendency to make the market for corn products slightly easier. The corn market is firm but the American railways have been delivering supplies in better quantity. Demand for corn flour and yellow cornmeal has been good but for oat products there is only a fair demand. On the whole the market for cereals has been a satisfactory one so far as business is concerned.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 00	5 25
Beans, prime	6 50	6 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	3 10	3 40
Cornmeal, yellow, 98 lbs.	2 95	3 15
Graham flour, 98 lbs.	4 65	4 75
Hominy, granulated, 98 lbs.	3 10	3 40
Hominy, pearl, 98 lbs.	2 90	3 15
Oatmeal, standard, 98 lbs.	3 85	4 10
Oatmeal, granulated, 98 lbs.	3 85	4 10
Peas, Canadian, boiling, bush.	....	3 25
Rolled oats, 90-lb. bags	3 50	3 70
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	4 65	4 75
Wheatlets, 98 lbs.	4 90	5 00

STOCKS OF FEED FLOUR ARE LOW AT PRESENT TIME

Toronto

FEEDS.—Stocks of feed flour in the hands of millers are comparatively low at present due to the fact that there is not much activity in the flour trade. Locally the demand is light and export trade is at a standstill pending further advices as to the new milling regulations required by the British Government. Shorts continue in heavy demand with a fairly steady run for bran. Oats held steady in price during the week.

	Car lots ton	Small lots ton
Mill Feeds—		
Bran	33 00	35 00
Shorts	38 00	40 00
Feed flour	50 00	62 00
Ontario oats, outside points	0 64	0 66

Flour Business Quiet Advance in Feeds Coming

Winnipeg

FLOUR AND CEREALS.—Flour has declined locally 30c. Up to Tuesday the price for first patents stood at $9.70. Rolled oats also show a decline of 30c and are quoted in 80's at $2.80. Millers report domestic flour business rather quiet, which is usual at this time of the year. There is practically no export business at the present time, owing to lack of ocean space; any space available is for Government flour only. Rolled oats in 80's is quoted at $2.80. with good domestic demand, and fair export de-

(Continued on page 44.)

Overcoming the Shortage of Home Preserves Calls for More Pie and Pudding

Lily and Gold Seal Flour for Pastry, and Rainbow Flour for Bread

Just about now the housewife's stock of home-made preserves is about exhausted. This means that she will have recourse to her skill in the making of pies, cakes and puddings to overcome the shortage.

Why not anticipate her wants by bringing before her notice the two famous Flours.

The demand for these two leaders is constantly growing, their high grade and uniform qualities having met with unqualified approval. First sales are easy and quality brings them back for more.

Write for it to-day

Canadian Cereal & Flour Mills Co., Limited, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

WEEKLY MARKET REPORTS BY WIRE

(Continued from page 41.)

resulting scarcity has sent prices up to $3.75 to $4.

ST. JOHN, N.B.:		
Flour, No. 1 uatents, bbls., Manitoba..	....	10 90
Ontario	....	9 95
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 50
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 60	0 61
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00
Beans, yellow-eyed	....	7 00
Rice, Siam, cwt.	6 00	5 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 55	7 60
United Empire	7 45	7 50
Bright yellow	7 35	7 40
No. 1 yellow	7 15	7 20
Paris lumps	8 75	9 00
Cheese, N.B., twins	0 25	0 25½
Eggs, new laid	0 45	0 50
Eggs, case	0 39	0 42
Roll bacon	0 25	0 26
Breakfast bacon	0 26	0 27
Butter, dairy, per lb.	0 38	0 41
Lard, pure, lb.	0 22	0 22¼
Lard, compound	0 17¾	0 18
American clear pork	39 75	40 00
Beef, corner, ls	3 00	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Cohoes, case	....	9 00
Salmon, Chums	4 75	5 00
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 11½
Raisins, fancy, lb.	....	0 12
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	....	0 10
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11¾	0 12
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	....	4 00
Lemons, Cal., box	4 50	5 00
Oranges, Cal., box	3 25	4 00
Grapes, Malaga, keg	6 00	7 00
Grapefruit, each	0 04	0 04½
Potatoes, bbl.	3 75	4 00

FLOUR AND CEREALS

(Continued from page 42.)

mand, although difficulty getting rolled oats from Western mills has been hindering export to some extent. Oatmeal has advanced to $4.00 for 98's. Feeds are still very firm, and have advanced $1.00 per ton in the East, and every likelihood of the advance taking place here; there is an accumulation of stocks here, caused by embargo on the railways, but as soon as that is moved, the advance will take place.

Flour—		
Best patents	....	9 40
Bakers	....	8 40
Clears	....	7 70
XXXX.	....	6 70
Cereals—		
Rolled oats, 80 lbs.	....	2 80
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 60
Oatmeal, 98's	....	4 00
Feeds—		
Bran, per ton	....	28 00
Shorts, ton	....	30 00
Middlings, ton	....	30 00
Mixed chop, ton	....	42 00

W. A. Matheson, of the Lake of the Woods Milling Co., seconded a motion of T. R. Deacon, Winnipeg, that the Winnipeg Board of Trade petition the Dominion Government to enact legislation removing the restrictions on the manufacture, importation and sale of oleomargarine in Canada. The motion passed.

Part of R.M.A. Plan Abandoned

THE new plan formulated for the handling of the Retail Merchants' Association in Ontario, which has been outlined in CANADIAN GROCER, has been found to be not entirely satisfactory. It has been decided to revise the plan in at least one important respect.

It will be remembered that the new plan embraced the following points:

Fees to be raised to $10 a year.

Copies of the *Journal of Commerce*, a Montreal financial paper, to be supplied to members.

Treasurer Beaudry, of the Dominion R.M.A., to act as manager of Ontario branch.

As stated, the new plan has not worked out as well as the officers had hoped, and it has been practically decided to drop the arrangement by which the *Journal of Commerce* was to be supplied to the members. So far as can be learned this rearrangement has not yet been officially ratified, but it seems certain that the executive will take such action. It is planned to send out bulletins to members giving important information on association matters and to depend on the trade press. The fee will be left at $10 a year, and the other phases of the new plan will be left as originally planned.

Inquiries were made by CANADIAN GROCER as to the disposition of such funds as may have been made to cover the copies supplied by the *Journal of Commerce*. The matter will doubtless be covered at the next meeting of the executive, but it can be said that a satisfactory arrangement has been made.

HAMILTON BOARD OF TRADE PETITIONS RAILWAYS

THE curtailment of 45 regular trains on the Canadian Pacific and Grand Trunk Railways, while it may prove somewhat of an inconvenience to the travelling public, has produced a problem for the wholesaler that is more than an inconvenience. In slowing down the traveller in his rounds it is going to most materially increase the cost of doing this business. A traveller may get into a small town that he used to work in an hour or two between trains and have to stay there a whole day. Under the old system by see sawing up and down, the traveller was often able to canvas four towns in a day. These happy times are over however. He has to sit down and wait for the evening train. Some dealers urge that with all this time on his hands the traveler will find an inducement to cover his territory better. Another one points out, however, that this is not going to add very much advantage to anyone. If his traveller is perservingly digging up the very last ounce of orders in one town, his competitor's man is probably working equally assiduously to leave no crumbs of orders ungathered in another. The natural result is that when these two travellers mutually change places they are going to find it mighty lean going.

This slowing up of the traveller seems therefore to offer no great advantage, while it does produce a great element of disadvantage. For one thing it will materially increase the costs of covering the same amount of territory. Not unnaturally the hotels are placing on their accommodation charges the part that used to swim along so easily on their liquid refreshments. The hotel charges as an item have increased nearly 50 per cent. Now slow up the traveller and it still further increases this extra cost. It is readily seen then that the wholesaler is faced with a real problem in the curtailment of the train service. It looks as though it would be necessary to curtail the number of calls that a traveller will make on his customers. Wholesaler are loath to do this however and as a result are doing everything in their power to meet the situation in some other way. In Hamilton, Ont., they have petitioned the railways to permit the travellers to travel on the caboose of all freight trains, on payment of the regular fare. They are not asking for any stated schedule, or any guarantee of safety, but merely that where it is possible travellers should be allowed to use this service in getting from place to place. This is an example that it is expected that other wholesalers will be quick to follow.

The tiny flame of a candle caused a fire which threatened to wipe out a block of four stores belonging to Councillor Isaac Colish, of West Kildonan, Man. The damage, which amounted to about $500, was fully covered by insurance. The fire started in Mr. Colish's grocery store where he was thawing out some pipes. A wooden partition caught fire and the blaze spread into the space between the ceiling and the floor of the upper story and offered a stubborn resistance to the firemen's efforts.

PRODUCE AND PROVISIONS

Hogs Live and Also Dressed Very Firm

Montreal—

PROVISIONS. — Fifteen dollars a hundred pounds is the price quoted on live hogs in Montreal this week, with outlook for firmness still further intensified. Dressed hogs were priced at $20 per hundred, which is the maximum price of last week and maintains the firmness then noted. There is as a matter of fact, a distinct shortage of supply of hogs in the country just now, and it looks as if the shortage would be continued for a considerable time with corresponding firmness of prices for all hog products. Quality of the hogs coming in from the country has been rather less satisfactory of late, a great many poorly finished shipments having arrived, but even at that prices have maintained very firm.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 28	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38
Hams, roast, per lb.	0 36	0 37
Sboulders, boiled, per lb.	0 30½	0 31½
Shoulders o,rast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 60 lbs.	0 21¾	0 22
Pails	0 22	0 22¼
Bricks, 1 lb., per lb.	0 23	0 23¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17½	0 17¾
Pails, 20 lbs., per lb.	0 18¼	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18¾

Live Poultry in Demand A Little Coming In

Montreal—

POULTRY.—Prices for all lines and grades of poultry keep very firm at present, and there is not much indication of relaxation. Demand has been quite brisk in spite of high prices. No doubt the arrival of Lent will reduce demand to a certain extent, but there is no overabundance of supply just at present and the demand for live poultry (of which a few are coming in), is in excess of supply. There have been fairly good supplies of birds held in cold storage following the holiday season when supplies from the country came forward freely, and these are being moved along steadily to fill orders. Prices maintain as quoted last week, and firm in tendency.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 25	0 32
Old roosters	....	0 17
Roasting chickens	0 21	0 25
Broilers	0 25	0 35
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Storage Eggs Are Short in Montreal

Montreal—

EGGS.—There is a distinct shortage now of storage eggs, and the market situation in Montreal is closely interrelated with the market situation in the United States, particularly Chicago. Selects run from 44 cents per doz. to 45 cents, and even more than that. Efforts on the part of dealers to secure larger orders of these have been met with reduced supplies, the necessity for conservation of stocks being very insistent at present. Number 1's are quoting at from 40 cents to 42 cents per dozen, and not many available at the lower figure. These show a decided advance as compared with prices quoted last week. New laid eggs from the United States are coming forward in fair shipments, but requiring considerable candling, and subject to a high percentage of breakages. They cannot be laid down in Montreal at less than 52 cents, and are selling to retailer at 55 to 56 cents per dozen in small lots only.

Eggs—		
New laid	0 44	0 45
Selects	0 44	0 45
No. 1	0 40	0 42

Mostly American Cheese Now Marketed

Montreal

CHEESE.—About the only cheese being dealt with now in Montreal is United States cheese of good quality, but not in large quantity. Export stocks are still held in storage against Government requirements, and opportunity to ship them across the Atlantic. There arrived in Montreal for the week ending January 20, 4,369 boxes of cheese, as compared with 669 for the corresponding period of 1916. It is of interest to note that in the opinion of one of Montreal's most experienced cheese merchants a very small proportion of the Canadian manufacture of cheese is consumed in Canada, about 100,000 boxes, this expert believes, would supply the whole annual consumption of cheese in Canada.

Cheese—		
Large, per lb.	0 25	0 25½
New, twins, per lb.	0 25½	0 26
Triplets, per lb.	....	0 26
Stilton, per lb.	....	0 28
Fancy old cheese, per lb.	....	0 28

Butter Supplies in Storage Rather Short

Montreal

BUTTER.—The producing season for butter is practically over, and little butter to speak of will be coming on to the market until about the middle of April. Some dealers feel that there is hardly enough butter left in storage to meet the requirements of the market until new arrivals can come in; other merchants are of opinion that, considering the scale of prices and reduction of demand to some extent due to these prices, there will be quite enough butter to last out and meet all reasonable demand. Some butter is still arriving in Montreal, however, as the number of packages received in the city last week amounts to 1,451, as compared with 977 packages for the week to correspond, in 1916. Prices of butter maintain as quoted last week, and there is likely to be steady firmness for some little time yet.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresb made)	....	0 42½
Creamery, solids (fresb made)	....	0 42
Dairy prints, choice, lb.	0 38	0 41
Dairy prints, lbs., in tubs	0 37	0 39

Honey is Quiet, But Steady Market Still

Montreal

HONEY.—No change falls to be recorded in prices for honey for the present week. Supplies continue sufficient to meet requirements, and there is also plenty of honey available to supply any Ontario demand that now begins to strengthen a little. Some few transactions were noted in comb honey during the week, but the market was not very active.

Honey—		
Buckwbeat, 5-10 lb. tins, per lb.	0 10	0 10½
Buckwheat, 60-lb. tins, per lb.	0 09¾	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11½	0 12
Comb, per section	0 15	0 16

Hog Prices Higher Meat Products Up

Deliveries of Hogs Light, With a Fair Demand—Live Hogs Went up $1 Per Hundred—Pork Products Up 1c Pound

Toronto

PROVISIONS.—Live hogs made another move upward during the week to the extent of $1 per hundred, and are now selling at $14 per hundred, fed and watered, with $14.25 being paid when bought off cars. F.o.b. prices are again

quoted, now being $13.25 per hundred. Dressed hogs held steady during the week, but in the face of the market for live ones, prices for dressed are very firm. Deliveries during the week have been light, presumably on account of the snow, which has kept farmers from delivering their hogs. Those arriving are reported in not a very finished state. As the result of the condition in live hogs pork products have advanced in a number of lines 1c per pound. Hams are quoted up 1c per pound; bacon is also higher by 1c, while dry salt meats have been moved up ¼c per pound. Cooked meats held steady in price. Lard also held steady, with demand still somewhat light following the Christmas trade. Supplies are light. There is a bullish tone in American lard products, with Canadian goods near the same basis. As soon as there is an upward movement in the American market there is pretty sure to be a marking up with Canadian dealers. Dealers anticipate a good trade in lard during February.

Hams—		
Medium, per lb.	0 25	0 25½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 27	0 28
Boneless, per lb.	0 29	0 31
Bacon—		
Breakfast, per lb.	0 25½	0 26
Roll, per lb.	0 20	0 21
Wiltshire bacon, per lb.	....	0 24
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17¾	0 18¼
Long clear bacon, small lots	0 18¾	0 19¼
Fat backs, lb.	0 19	0 20
Cooked Meats—		
Ham, boiled, per lb.	0 34	0 36
Hams, roast, per lb.	0 34	0 36
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Lard—		
Pure tierces, 400 lbs., per lb.	0 21	0 21½
Compound, tierces, 400 lbs., per lb..	0 16¾	0 17¼
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	18 50	18 75
Live, off cars	....	14 25
Live, fed and watered	....	14 00
Live, f.o.b.	....	13 25

Heavy Consumption of Butter Not Yet Begun

Toronto

BUTTER.—Although the price of butter has been easier, the people as yet have not come back into the fold. Sentiment has affected their consumption, and they are still getting along with less of this commodity. The lower prices of butter has not yet stimulated a bigger consumption. Until this larger consumption does take place, the price of butter will certainly not be on the upgrade. Dairy prints were slightly easier in price by 1c per pound during the week.

Creamery prints, fresh made	0 43	0 46
Creamery solids	0 42	0 43
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 34	0 36

Cold Weather Shut Off New-Laid Supplies

Toronto

EGGS.—Severe winter weather has again shut off the production of new-laid eggs, and they are coming to market in fewer quantities. There has been a heavier demand for storage in consequence, and prices on these are firm. Local supplies of the storage variety are light, and not sufficient to carry for more than a few weeks. Prices of American storage eggs in the Chicago district are too high at present to permit them being brought into this market. Storage eggs as a result are quoted 1c per dozen higher. New-laids held steady at the prices of last week. There is small possibility of easier prices in eggs until milder weather again sets the hens to work.

Eggs—		
New laid, cartons	0 50	0 55
No. 1 storage, ex-cartons	0 43	0 44
Selects, extra	0 43	0 45

Export Demand for Cheese Continues Heavy

Toronto

CHEESE.—A good export demand for cheese continues, but the local demand is light in the face of high prices. Sales of September cheese for export were confirmed by cable at Montreal that netted 26c in that city. The English market continues firm, with the Liverpool market reported 3s. to 4s. higher than a week ago. There is every prospect that there will be a continued firmness in this market.

	Per lb.	
Cheese—		
New, large	0 25	0 26

Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.

Poultry Supplies Are Low in Country

Toronto

POULTRY.—There is a good demand for first-class live poultry. Crate-fitted spring chickens, dressed, are in good demand at 20c to 21c, with the ordinary variety still being quoted at 17c per pound for dressed. There is very little of the real choice poultry reaching the market. In fact, the deliveries from country points are light at present. Some dealers state it has been a long time since deliveries have been so poor. All kinds of poultry have held steady in price.

	Live	Dressed
Spring chickens	0 16	0 17
Spring chickens, crate-fatted	0 18	0 20
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

Supplies of Quebec Honey Petering Out

Toronto

HONEY.—Wholesalers report that supplies of honey from Quebec are about cleaned up for the season. One wholesale concern reports they have been sold out of their 5-pound pails, and are unable to secure further supplies. Prices are expected to hold steady to firm in the face of this condition until new supplies of maple syrup begin to come in in the latter part of March. On the other hand, a local wholesaler reports having secured a fairly large supply of bulk honey from one source. This concern points out that this was possibly an exception to the general condition of supplies.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 09	0 10½

Another Record in Hogs Firmer Provision Market

Winnipeg

PRODUCE AND PROVISIONS.—There was a light run of hogs last week on account of storms in the country, and the live hog market hit a record level——13.35. There was a keen local and Eastern demand. Unless outside markets hold firm, we look for an easier local situation, with increased runs this week. The provisions market is firm, and it looks now as though there might not be lower prices for sometime. Lard is unchanged. Eggs:—With stocks both in the States and Canada exceptionally low, and with cold weather prevailing through the early spring egg producing States, the markets are exceptionally firm. Local sales in carlots of April eggs straight out of storage were made at 39c. Butter is unchanged. Cheese sales picked up last week.

Hams—		
Hams—		
Light, .bl	0 26	0 28
Medium, per lb.	....	0 25
Large, per lb.	....	0 23
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.	....	0 28
Backs, regular	0 24	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 17
Barrelled Pork—		
Mess pork, bbl.	....	32 00
Lard, Pure—		
Tierces	....	0 20½
20s	....	4 12
Cases, 5s	....	12 90
Cases, 3s	....	13 05
Lard, Compound—		
Tierces	....	0 16¼
Tubs, 50s, net	....	8 25
Pails, 20s, net	....	3 37
Butter—		
Fresh made creamery, No. 1, cartons	....	0 42
Best dairy	....	0 38
Fresh Eggs—		
New laids	0 45	0 50
Extras, in cartons	....	0 43
No. 1, candled	....	0 39
Cheese—		
Ontario, large	....	0 26

CALIFORNIA FRUIT GROWERS EXCHANGE ISSUE PERIODICAL

The initial number of "The Sunkist Courier" has been received. It is a little publication issued monthly by the California Fruit Growers' Exchange in the interests of the 8,000 members of that association. The "Courier" is in newspaper form, and in its purpose to be of benefit to the membership of the association is unquestionably achieved in this first issue. A variety of information, not only of interest, but of real value, is given pertaining to the general and particular elements of the fruit marketing business. This is an interesting innovation, and one that will materially benefit the members of the association.

Ceylons, Indians, Japans, Chinas

Large stock of all grades from .09½c. to $1.25 per lb.

Ask for samples and quotations on the lines you have been buying before a further advance takes place.

"SATISFACTION GUARANTEED" OR *"RETURN AT OUR EXPENSE"*

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 St. Peter Street **MONTREAL**

We print the net weight of each tin on all our labels.

California Packing Corporation

Successors to CALIFORNIA FRUIT CANNERS' ASSOCIATION

San Francisco, Cal.

If any advertisement interests you, tear it out now and place with letters to be answered.

Tea

Dutch Rusks

A Staunch Friend of the Grocer

Profitable, A Repeater and a Business Magnet.
A Breakfast Food, Simply and Quickly Prepared.
Appetising, Wholesome, and Nutritious.
For Invalids and Children, a Perfect Food, Easily Assimilated.
Recommended by the best Authorities on Scientific Food Values.
The Attractively Labelled Packages make a most effective Window and Counter Display.
Packed 36 15-cent packages to the Case.
A Sample Order will convince.

TRY IT.

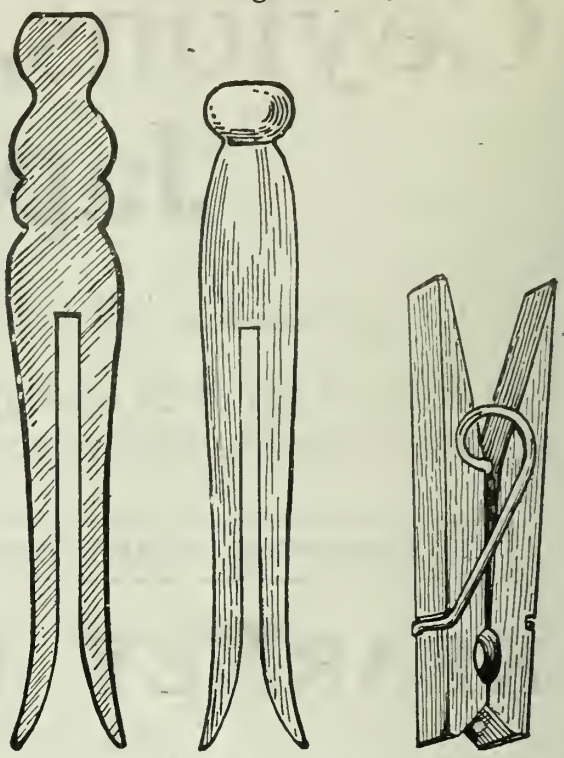
The Michigan Tea Rusk Co.

HOLLAND, MICH., U.S.A.

Canadian Representatives :

The Robert Gillespie Co., Winnipeg, Can.

The Megantic Broom Mfg., Co., Ltd.
Lake Megantic, Que.



Our slogan is satisfied customers.
Give us a trial.

Here's a big, extra-profit premium

Quick sales for Lye are coming. Why not get a good-size parcel of Comfort Lye in (at no cost to you) along with your next order for Comfort Soap? Read our Premium offer below.

Order 5 boxes, or 10 boxes, or 25 boxes of Comfort Soap and you get 18 or 36 or 132 cans of 10c. Comfort Lye.

Makes a handsome extra profit per box of Comfort Soap and the Lye sells as readily as the Soap. All our lines carry Premium feature to public through the coupon that goes with the package.

Send your order in to-day. Get our complete Premium List. It will pay you.

Pugsley, Dingman & Co., Limited, Toronto, Canada

GOLD DUST

SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

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THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

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Pure and Delicious

in the extreme is this new Sterling Tomato Catsup—just as pure and just as delicious as selected, sun-ripened tomatoes, scientifically processed by expert catsup makers can produce.

Without including a single drop of coloring or preservative in its manufacture, we have produced in this new Sterling product a tomato catsup that is without peer, second to none on the market.

You should profit by selling this delightful new line. Other dealers are selling it quickly and easily—so can you.

Try it to-day. Ask us to ship you a trial supply.

T. A. Lytle Co., Ltd.

STERLING ROAD, TORONTO

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SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Top Glass Jars 16 oz. glass 2 doz. case. Per doz.

Apricot	$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 55
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, ½ doz. in case	4 15
20 lb. tins, ¼ doz. in case	4 05
Perfect seal glass jars in the case	3 15

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	
Family, Plain,	doz.;
Family, Tomato Sauce,	doz.;
Family, Chili Sauce,	doz.;
3's Plain, Flats, Aylmer only,	doz.;
2's, Tomato Sauce, Flats, Aylmer only,	doz.;
3's, Chili Sauce, Flats, Aylmer only,	doz.;
3's, Plain, Tall,	doz.;
2's, Tomato Sauce,	doz.;
3's, Chili Sauce,	doz.

The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), ... doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
5's Tin, 8 pails in crate, per pail	0 69
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12½
30's Tin or Wood, one pail only, per lb.	0 12½

BLUE

Keen's Oxford, per lb.	
In 10-lb. lots or case	

CEREALS

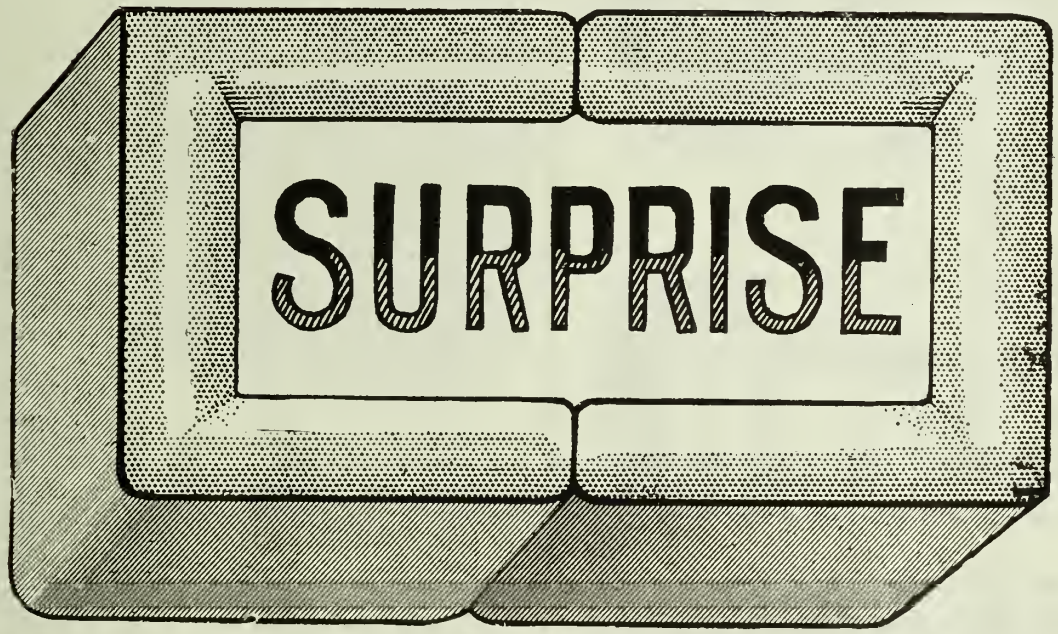
WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case.	5 50
Wheat Kernels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

THE MOST VALUE FOR THE MONEY

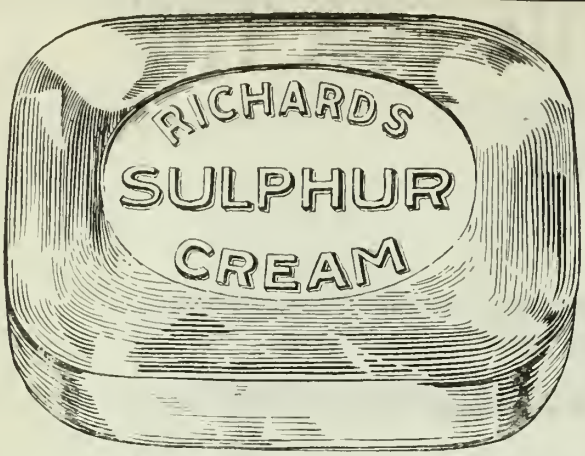


The reason why "SURPRISE" holds the position it does in this country is that it is better value for the money than any other Soap.

The St. Croix Soap Manufacturing Co.
St. Stephen, N.B.

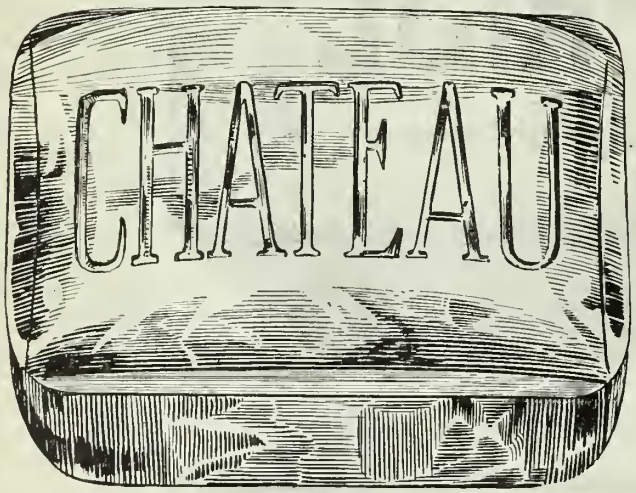
Halifax, Montreal, Toronto, Winnipeg, Vancouver.

If interested, tear out this page and keep with letters to be answered.



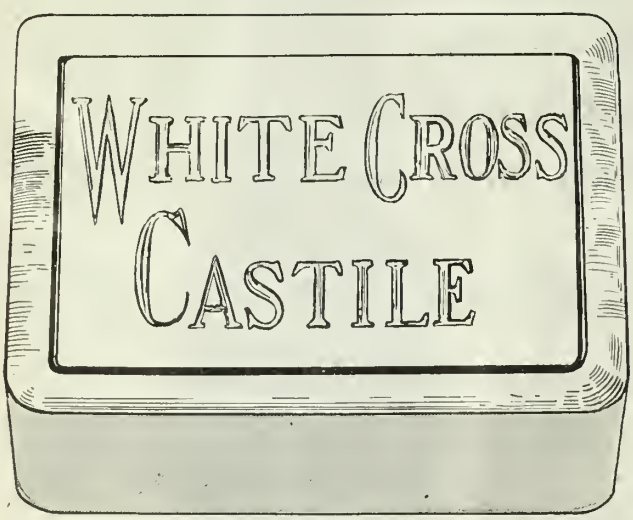
Trade Price, 45c per doz.

A popular seller worth displaying. It brings the customer back for more.



Trade Price, 80c per doz.

A snappy seller everywhere. The beautiful transparency and undoubted quality of this **RICHARDS** line make it a favorite with everybody.



Write your Wholesaler or

The Richards Pure Soap Co.
LIMITED
WOODSTOCK, ONTARIO

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 20
Reindeer Brand, each 48 cans	6 95
Silver Cow, each 48 cans	6 40
Gold Seal, Purity, each 48 Cans	6 25
Mayflower Brand, each 48 Cans	6 25
Challenge, Clover Brand, each 48 cans	5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 00
Jersey Brand, Hotel, each 24 cans	5 00
Peerless Brand, Hotel, each 24 cans	5 00
St. Charles Brand, Tall, each 48 cans	5 10
Jersey Brand, Tall, each 48 cans	5 10
Peerless Brand, Tall, each, 48 cans	5 10
St. Charles Brand, Family, each 48 cans	4 50
Jersey Brand, Family, each, 48 cans	4 50
Peerless Brand, Family, each 48 cans	4 50
St. Charles Brand, small, each 48 cans	2 25
Jersey Brand, small, each 48 cans	2 25
Peerless Brand, small, each, 48 cans	2 25

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$5 00
Reindeer Brand, "Small," each 48 cans	5 70
Regal Brand, each 24 cans.	4 70
COCOA, Reindeer Brand, each 24 cans	5 00

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.50; 2s, $7.50; 6s, $25; 14s, $60.

Roast Beef, ½s, $2; 1s, $3.25; 2s $7.25; 6s, $22.

Boiled Beef, 1s, $3.25; 2s, $7.25; 6s, $22.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50; 6s, $21.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s $3.35; 2s, $6.25.

If any advertisement interests you, tear it out now and place with letters to be answered.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

Price list and catalogue free and mailed to any address.

Representatives:—James Rutledge, Phone St. Louis 876, 2608 Waverley St., Montreal, Que.; George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

Manufactured by

The W. A. Freeman Co., Limited

HAMILTON - - CANADA

Two Ways to Spell a Good Thing

Teacher: "Spell dessert."
Bobbie: "Is it where the camels live?"
Teacher (severely): "Certainly not. It is the best part of dinner."
Bobbie: "Oh, I can spell that—

"J-E-L-L-O"

And then Bobbie adds: "My mother sends me to the store every week for Jell-O and we eat it all up."

Good thing for the grocer, isn't it?

The things that are good enough to be eaten up and create an appetite for more are the ones that are most profitable to handle in the grocery business.

Jell-O is made in seven pure fruit flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate. Each 10 cents.

THE GENESEE PURE FOOD COMPANY OF CANADA, Limited, Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package. **Made in Canada.**

EXCELSIOR BROOMS!

Do you know them?

TRADE EXCELSIOR MARK

Do you know what sellers they are—what profits they produce—what satisfied customers they create?

Our stock is complete and we can cover your requirements promptly. Ask us.

There's an "Excelsior" for every purpose.

J. C. SLOANE CO.

854 5th Avenue E. - Owen Sound

Makers of Fine Brooms and Whisks

Our Special Offer to Grocers

Closes January 31

Avail yourself of this opportunity:—

25 Prime Minister 10c cigars free with 500 Havana Ribbon. The quality 5c. cigar.

See Ad. of January 5.

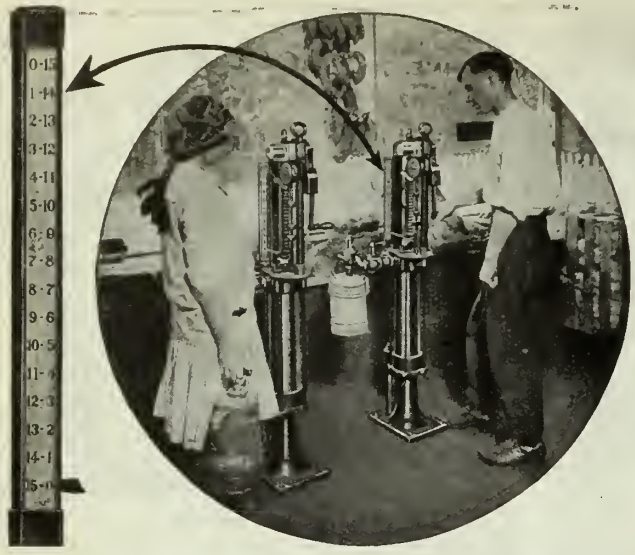
MANNESS & BINGHAM

LIMITED

London, Ontario

Cigar Manufacturers

If any advertisement interests you, tear it out now and place with letters to be answered.



Avoid Costly Guessing!

You wouldn't think of running your store without using a refrigerator, cash register or computing scales—but this would be just as logical as being without means of accurately measuring the kerosene you sell.

Customers come in with cans of various sizes, you fill them up and charge for an even quart, half-gallon, etc., even though the cans may hold a great deal more than what you charge for.

Did you ever stop to consider how much you are losing in this manner?

BOWSER ESTABLISHED 1885

Self-Measuring Outfits

solve this and many other important problems.

But this one point alone would make a Bowser Outfit a paying investment in your store.

Look at the illustration of the Computer shown above—you hang the customer's can on the pump nozzle and when the can is filled an indicator points to the *exact* selling price of the oil delivered. Your customers receive no more nor less than they pay for and you receive *all* of the profit due you.

Then there are the numerous other advantages gained through the use of a Bowser—convenience, cleanliness, safety, etc.

You can easily pay for a Bowser with what it's costing you to do without it.

Write to-day for detailed information—no obligations incurred.

S. F. BOWSER & COMPANY, Inc.

Engineers, Manufacturers and Original Patentees of Oil Handling Devices

TORONTO ONTARIO

Sales Offices in all Centres — Representatives Everywhere.

Cambridge Sausage, 1s, $3.00; 2s, $5.50.
Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.
Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.
Tongue, Ham and Veal Pate, ½s, $1.50.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, ...
Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.
Ox Tongues, Glass, 1½s, $12; 2s, $14.
Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.
In Glass, 1s, $2.20.
Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
50 lb. Pails, 20c.
Clark's Peanut Butter—Palls 24 lbs., 20c per lb.
Clark's Tomato Ketchup, 16 oz., $3; 1 gal. jars, ...; 5 gal. jars, ... per gal.
Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2.
Individuals, 80c doz.
Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45.
Individuals, 90c doz.
Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45.
Individuals, 90c doz.
Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.
Clark's Chateau Chicken Soup, $1.25.
Clark's Chateau Concentrated Soups, $1.15.
Clark's Chateau Concentrated Soups, No. 1 assorted, $1.15.
Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces $0 14½
Palls 2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must he shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¾c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAFORTE, MARTIN, LIMITED Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. .....$ 0 90
List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. 2½ oz. Per doz.	10c Oval lith. dredge. Per doz.
Allspice $0 45		$0 90
Arrowroot, 4 oz, tins, 85c.	....	....
Cayenne 0 45		0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon 0 45		0 90
Cinnamon whole, 5c. pkgs., window front, 45c.	....	....
Cloves 0 45		0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger 0 45		0 90
Mace 1 25		....
Nutmegs 0 45		0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika 0 45		....
Pepper, black 0 45		0 90
Pepper, white 0 50		0 95
Pastry spice 0 45		0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	4

LARD

Pure Lard is high in price and supply not equal to the demand. Let us quote you price on shortening. We put it up in tubs, pails and tins. Also in one-pound cartons.

F. W. FEARMAN CO.
LIMITED
HAMILTON

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

GIPSY
Stove Gloss

What's in a name? This. GIPSY stands for ease of polish, intense blackness, cleanliness and durability—packed in a novel form that pleases every user. It is the "last word" in stove polishes—and you will remember how all ladies like the "last word."

Order "GIPSY" from your Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Building 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

It pays to feature the Malcolm Milk Lines

Their purity and deliciousness have won for them the unstinted approval of the most particular people, while their convenience and utility render them particularly suitable for the social gatherings of the winter months.

Are you selling Malcolm's? The profits are worth going after.

The Malcolm Condensing Co.
LIMITED
ST. GEORGE, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

NORWEGIAN SARDINES (SMALL FISH)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal
"LORD NELSON" BRAND (Brisling)

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Merchants Baler

MADE IN CANADA

No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

IT IS POPULAR

Housewives and Chefs like and use—

MAPLEINE

It is undoubtedly one of the most popular flavors

Order from your Jobber or:

Frederick E. Robson & Co.
25 Front Street E, Toronto, Ont.

Mason & Hickey
287 Stanley Street, Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

We sell Wholesale and Retail Grocery and Hardware trade. Have five travellers. Want attractive line to push. Address Box 535, CANADIAN GROCER.

Kindly mention this paper when writing advertiser

Look It Up In

THE GROCER'S ENCYCLOPEDIA

By ARTEMAS WARD

Full information on every article handled by the grocery trade. Hundreds of trade "Pointers" which are of practical value in buying, selling and caring for goods. An *encyclopedia of all foods* that you have ever seen or heard of. *Food dictionaries* in English, German, French, Italian and Swedish.

1,200 subjects, 500 illustrations, 80 full-page color-plates, 748 pages, 11 x 8½ inches in size, printed on fine calendered paper and strongly bound in heavy buckram.

WHAT JOBBERS SAY

"We find it one of the finest and most valuable books we have ever seen in a long time; every wholesaler as well as retailer should have one." *The John Bird Co.*

"It is a very fine book and we have occasion to refer to it many times." *Kimball Bros. Co.*

"I appreciate your splendid book a great deal. Its valuable information will help me in my business as a grocery salesman."
A. C. Robinson, with the Daniells Cornell Co.

"A most interesting book and we find a constant pleasure in referring to it."
Newport Paper & Grocery Co.

"The best thing we have seen for the education not only of the retail but also of the wholesale grocer." *E. T. Smith Co.*

"A very attractive looking book and one which we should think every groceryman would be glad to own."
E. G. Whittelsey & Co., Inc.

GROCERS' OPINIONS

"I value your Encyclopedia very much and find it very instructive."
S. G. Hunt, Twin Mountain, N.H.

"I surely do appreciate your book."
M. N. Doubleday, North Dana, Mass.

"We think it a very valuable book—very instructive." *O. B. Parks, Westfield, Mass.*

"We are more than pleased with the Encyclopedia and value it very much."
Wookey Bros., Waterbury, Conn.

"The very best book I have ever seen."
S. E. Campbell, Fairlee, Vt.

"I wish to thank you for bringing this book to my notice."
H. S. Young, Norwichtown, Conn.

"A fine instructive book."
O. A. Stevens, Ludlow, Me.

"One of the finest books I have ever seen."
L. N. Perreault, Attleboro, Mass.

PRICE $10.50; DELIVERY PREPAID. Send your Order to

THE CANADIAN GROCER

TORONTO, CANADA

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

BEGIN NOW

TO SAVE MONEY FOR THE

NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

Why You Should Feature

KING GEORGE'S NAVY

Yours is the logical place to buy King George's Navy

There is no reason in the world why you shouldn't be making a good bit of extra profit by featuring tobaccos of proven popularity. Your store should never be without a good stock of

KING GEORGE'S NAVY

the favorite chew of the man who knows. Once the men learn that they can get

KING GEORGE'S NAVY

in your store your tobacco profits will grow steadily. Begin to show them now.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

CALIFORNIA NAVELS

Extra Fancy

Golden Orange Brand

We have Car this week of this

Celebrated Brand

California Navel Oranges

All Sizes

Extra Quality. Prices Reasonable.

HUGH WALKER & SON

Established 1861 **GUELPH, ONTARIO**

New, Fresh

California Cauliflower and Celery, Florida Head Lettuce in Hampers, Cucumbers, Pineapples and Strawberries.

We import all the delicacies of the season, as well as the more staple lines.

New Jamaica Cocoanuts, **Florida Oranges** and **Tangerines,** Bananas, Sweet Potatoes, etc., etc. Also

Full stocks Fish and Oysters.

WHITE & CO., LIMITED

TORONTO

Mail Orders Featured.

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples, Bananas, Citrus Fruits, Cranberries, etc.

25 CHURCH ST. TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"

"Queen City"

"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

E. P. SAUCE

(*Epicurean Fruit Sauce*)

Made-in-Canada

A big favorite, with every person appreciating high-grade quality and palatable wholesomeness.

You will find E. P. a dependable seller and a sure repeater if you give it prominence on your sales counter. And the profits are worth while.

Send for samples.

The

Canada Sauce and Vinegar Co.

519 King St. W., Toronto

CANADA'S
E-P
(EPICUREAN)
SAUCE
A delicious Preparation MADE of the best Fruits and Oriental Spices
A Valuable Formula which is the Exclusive Property OF
THE CANADA SAUCE & VINEGAR CO
519 KING STREET WEST TORONTO
MADE IN CANADA

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ROYAL ACADIA SUGAR

"Every grain pure cane."

The pinnacle of good quality

is reached in

ROYAL ACADIA SUGAR

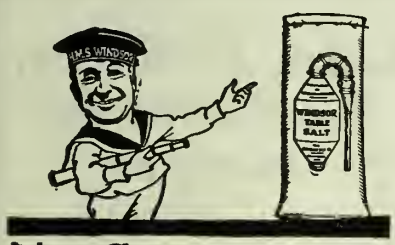
Don't risk customer disappointment by handling inferior sugars. Just remember that ROYAL ACADIA costs no more and is a sure friend-maker that will retain you the confidence of the most particular housewife.

Nothing is left undone that would make Royal Acadia the purest and sweetest on the market, with the result that to-day our trade-mark is a guarantee of incomparable goodness.

Suggest Royal Acadia to every housewife.

THE ACADIA SUGAR REFINING CO., LTD.

HALIFAX ∴ CANADA



The Canadian Salt Without a Fault

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say, "It is as pure as Windsor Salt."

Windsor Salt has probably been used in her home, for years.

Windsor Table Salt

Made in Canada

THE CANADIAN SALT CO. LIMITED

The always reliable, result-giving

Cow Brand

No other soda on the market is so well known by the good housewife as is "Cow Brand." It is famous for its absolutely sure results, its strength, its purity. Recommend it to all.

Church & Dwight, Limited

Manufacturers - - MONTREAL

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

FOR SALE—WELL ESTABLISHED GROcery—two railroads, boat trade and connections on St. Clair River. Stock and goodwill about $800. Courtright, Ontario. Box 209, Canadian Grocer, Toronto.

GROCERY BUSINESS — ESTABLISHED for past 27 years, situated corner King and Princess Streets, one block from one of the finest markets in Ontario, consisting of two brick stores with two dwellings three stories, shed, drivehouse and stable Owner giving up business. For further information apply to L. W. Murphy, cor. King and Princess Sts., Kingston, Ont.

WANTED

WANTED—PRACTICAL MAN FOR THE manufacturing of flavoring extracts and other food products, by an established manufacturing concern, one with knowledge of chemistry preferred. State experience, references, and salary expected. Box 212, Canadian Grocer.

POSITION WANTED BY YOUNG MAN — experienced as general store manager. Will accept position in grocery, boots and shoes, or hardware establishments. Apply Box 213, Canadian Grocer, Toronto.

One Inch Space
$1.00 Per Issue
on Yearly Order.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.,

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

TIE-UP PARCELS

Gummed paper tape does it neatly, quickly and cheaply. Your time is valuable, and twine is expensive. Sold in all widths.

GEO. ADAM CO., Dept. C,
410 Chamber of Commerce, Winnipeg

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET. - - TORONTO

PORT ARTHUR, ONT. MONTREAL
Fish—Salted Lake Herring
in Kegs or Pails. Ask for prices.
J. BOWMAN & CO.
(Note new address)
66 Jarvis St. Toronto

We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods

Canadian Distributors of
"WASHCLEAN"
Gold Medal Labor Saver for
Washing Clothes Without Rubbing
(2,000,000 users

Direct Supply Association
509 Belmont House Victoria, B.C.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.
COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- **Cultivation and Preparation.**
- **Commercial Classification and Description.**
- **Adulteration and Detection.**
- **Art of Blending, Preparing, etc.**

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of widespread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

The Natural Decorative Quality of Fruit Makes Experience Unnecessary.
The Effort Will Convince You of the Effectiveness of the Fruit Window.
The Results Gained Will In Themselves Be a Compensation.

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

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This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 UNIVERSITY AVENUE - - TORONTO

IN EVERY SECOND ENGLISH-SPEAKING HOME
in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIERE FIVE ROSES is even now exerting an ever-widening sales influence.

What would it be worth to YOU?

—right in the home of every possible retail flour buyer in YOUR district,

—to have a daily reminder of compelling interest, filled with useful daily suggestions,

—a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on,

—a constant source of flour-consuming suggestions
—the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

MONTREAL *"The House of Character"* *WINNIPEG*

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie

FREE Copy of the famous FIVE ROSES Cook Book, on request, to any retail grocer reading CANADIAN GROCER.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, FEBRUARY 2nd, 1917 No. 5

STAG

CHEWING TOBACCO

"Everlasting-ly Good"

has a reputation and a quality unequalled.

The constantly increasing demand for "STAG" assures you more sales and therefore more profits.

VALUABLE
IF RETURNED TO IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED,
DELIVERED AT MONTREAL BY
IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED.

Stock the brand that sells.

HANDLED BY ALL WHOLESALERS

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

Quality and Service

TO THE WHOLESALER

TO THE MANUFACTURER

THE BEST ONLY

SALT
SUGAR
MOLASSES
SPICES
TEAS
Etc.

Windsor Salt
PUREST AND BEST

Lantic Sugar
THE ALL PURPOSE SUGAR

Lea & Perrins' Sauce
THE ORIGINAL WORCESTERSHIRE

Regal Salt
THE IDEAL FREE RUNNING TABLE SALT
Etc., Etc.

Lantic Sugar

Canned Salmon
Holland Herring
Lea & Perrins' Sauce
Dried Fruits
Coffees, Etc.

Quality means something as applied here.

TO MANUFACTURERS:

An efficient selling organization covering the Prairie Provinces from the head of the lakes west, and an old-established connection with the wholesale trade, place us in a position to offer you *unexcelled facilities* for marketing your products. We solicit accounts of large and progressive manufacturers wanting live and responsible representation. *Write us now.*

H.P.PENNOCK & CO., Ltd.

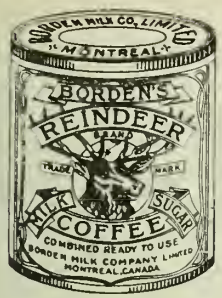
Wholesale Commission Brokers

WINNIPEG

Head Office:
364 Main Street
Winnipeg, Man.

Cable Address: "PENCO"

Branch Office:
2338 Dewdney Avenue
Regina, Sask.



It's well worth your while to get every ounce of your selling ability and that of your clerks behind the two Borden lines here shown—the most popular milk products on the market to-day.

Reindeer Coffee and Reindeer Cocoa

should never be omitted from your winter displays. Their well-known convenience and utility make them particularly popular during the present season and a neat window display will swing a goodly share of this profitable demand your way.

Feature the Borden lines constantly.

Borden Milk Co., Ltd.

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

Stock Bowes' Peanut Butter

—*a customer-satisfier and a dependable profit-maker*

Bowes' Peanut Butter will sell itself once you introduce it to your customers. The sizeable profits it produces make a daily display advisable.

The very first taste of this delicious, fine flavored peanut butter will win you the unstinted confidence of the most particular trade in your town. For there's a something about this Bowes' Product—a something that appeals directly to the housewife's good judgment and makes her decide to use peanut butter more often and to use the same brand always.

And that's just why you'll find it such a rattling good selling line. Bowes' Peanut Butter is a favorite with the whole family, hence "repeats" are the order of the day for the grocer featuring this delicious line.

Give Bowes' Peanut Butter a trial. Order a few cases to-day and get acquainted with its sound selling value. But don't stock it for the sake of handling it. Sell it. Keep it to the front of your displays. You'll find it worth while.

The Bowes Company Ltd.

70-72-74-76 Front St. E., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Canadians

For your *splendid* support, during 1916, we thank you.

It has enabled us to invade every State in the U.S.A.—with H.P. SAUCE.

It has enabled us to order fifty (50) carloads for American distribution.

It has helped to keep up the export trade of *Great Britain.*

It has helped to keep up *British* exchange.

It has helped to keep money within the *Empire.*

Again, we thank you all, from Halifax to Vancouver.

Canada is great, but the *British Empire* and what it stands for is greater.

W. G. Patrick & Co., Limited

TORONTO **New York** WINNIPEG

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

Are you selling Furnivall's?

Quality grocers everywhere are, and they find it a very dependable profit maker.

Furnivall's Jam has the quality that makes lasting friendships. That's why it's such a repeater. Try it.

FURNIVALL-NEW, Limited
Hamilton Canada

Waste Paper $13.00 a ton.
A
"Climax"
All Steel Fireproof

Baling Press will convert your waste into compact bales ready to ship and sell at the highest prices.

Ask us for information.

Climax Baler Co.
Hamilton, Ontario

Your Waste Paper is Worth Dollars to You

Save those dollars, time and inconvenience by installing the

JEWEL PAPER BALER

The first cost is the last cost, your waste becomes a continuous source of revenue and the baler a permanent convenience. The fire risk from loose paper is entirely eliminated.

A card will bring all particulars re baler and your best market.

General Sales Co.
203 Stair Bldg. TORONTO

Just because some of your regular customers never include coffee in their orders, it does not follow that they don't drink it.

Better find out if they belong to the millions who will take no substitute for

Chase & Sanborn's Coffees.

CHASE & SANBORN - Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

What National Cash Registers Do.

No. 3. Quicken Your Service.

The New National Cash Registers quicken up store-service by handling money accurately and promptly.

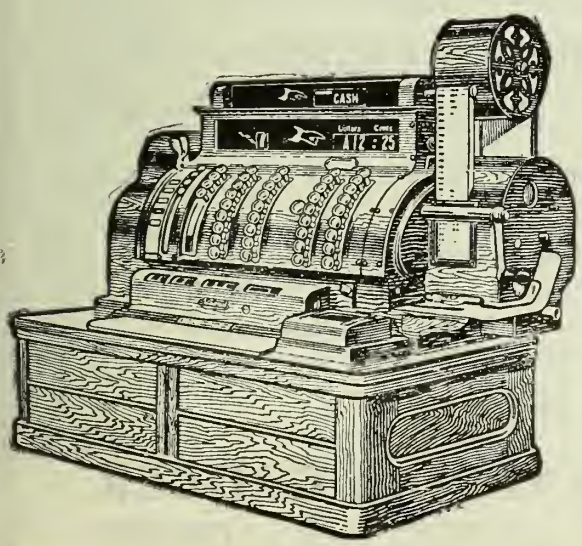
They are automatic, working as fast as your trade demands.

They give a printed receipt or sales-slip, showing the amount and nature of each transaction, the consecutive number, and the initial of the clerk concerned. They classify and total up the different departments of your business, yet, they work fast and make no mistakes. There is no lost motion—no lost time—they leave your clerks free to pay more courteous attention to customers.

This speed influences customers to take more parcels with them—they do not grow anxious to move on to the next counter or store. They win the confidence of customers by giving an accurate receipt and change promptly.

No other store fixture has been invented which saves so much time, yet performs all these services instantly.

Now is high time to install a machine that increases promptness — as an incidental part of the service it renders.



The National Cash Register Company of Canada, Limited

Christie Street - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register —— years old. Principal lines of merchandise are ——

Firm name .....

Address .....

If any advertisement interests you, tea r it out now and place with letters to be answered.

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HERE is another window dressing competition that should prove of widespread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

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2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE - - TORONTO

The finest cane syrup on the market

CRYSTAL DIAMOND SYRUP

Put up in 2 lb. wrapped tins.

A most delicious table syrup. Get your customer to try it.

We stand behind every tin.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

If any advertisement interests you, tear it out now and place with letters to be answered.

? ? ? *Ask us for*

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

The 5 Cent Line Babbitt's Cleanser

Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trade-marks as well).

It shows you a good profit and is a sure repeater.

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

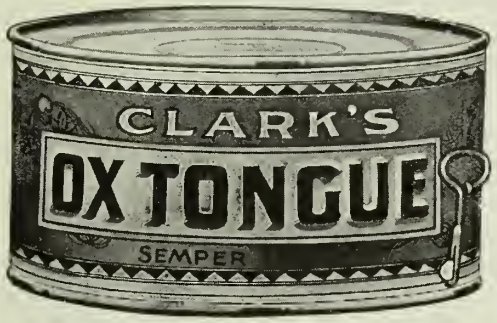
Do you know that the Malcolm Milk Products

- are the accredited leaders in their respective fields?
- are the only genuine Made-in-Canada Milk products selling in Canada?
- are winning the approval of hard-to-please people in every community because of their purity and deliciousness?
- are particularly good sellers during the winter season because their convenience and utility appeal to all?
- are a convincing proof of Canadian superiority when compared with imported brands?

A trial supply will prove the truth of these statements. Get it to-day and watch results.

Malcolm Condensing Company, Limited
ST. GEORGE, ONTAR O
The Only Canadian Milk Company in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



W. CLARK, Ltd. Clark's MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Purity TABLE SALT

The housewife's favorite seasoner

Its unquestioned purity and economy have popularized this salt with everybody, the most particular housewife finds in it her ideal of what a salt should be for table and dairy use.

The conditions under which Purity Salt is made positively guarantees it being pure and good in the last degree.

Order a stock of Purity Salt now and prove its popularity, its profit-making possibilities to your own satisfaction.

THE WESTERN SALT CO. LIMITED
COURTRIGHT ONT.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Why You Should Feature KING GEORGE'S NAVY

Plan to Interest Dad

Dad's interest is worth cultivating.

The good-will of the bread-winner is a big factor in the up-building of increased business.

The surest way to win Dad's favor is to sell him a chewing tobacco of unequalled quality—a tobacco like

KING GEORGE'S NAVY

whose popularity is well established everywhere.

Try what business this splendid line will bring you

Get a little trial supply on your show case an recommend it to Dad.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

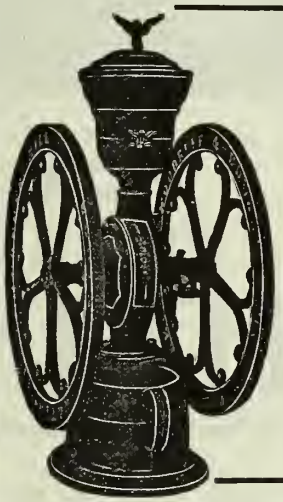
SOLE PACKERS

Halifax - N.S.

More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.



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BY putting you in a position to give your customers a better service, the **ELGIN COFFEE MILL** will quickly prove to be one of your most dependable profit producers—your best fixture **investment.**

THE Elgin grinds quickly and easily, saves time and trouble, and grinds the coffee in just the grade your customers require. Total cost only a few $$$$$$.

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If there's anything a woman resents it's to be handed a poor soap, and conversely, she appreciates a good one. That's why most grocers for years have suggested **WONDERFUL** to the hard-to-please. They know it is sure to bring re-orders.

Wonderful Soap could help you wonderfully too. Stock up NOW.

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You can safely sell

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Century Salt

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From one year end to the other the excellence of Century Salt is consistently maintained. There is none better for table, cooking or dairy use.

Suggest it to every customer.

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We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

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We make Bags to line any size Carton

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ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
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QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers.
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
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We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

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J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

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Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo. **Cloth Extra, Net, $2.00** **By Mail, $2.10**

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

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Have you any cars of

Apples or Potatoes

to offer? If so, communicate with the old reliable broker

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27 and 29 Wellington E.
TORONTO ONTARIO

W. G. PATRICK & CO.
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Manufacturers' Agents and Importers
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Established 1885
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Wholesale Grocery and Confectionery Brokers
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Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
Office 310
33 Front St. E., Toronto, Ont.

If you want low quotations on

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Write us at once

W. H. Millman & Sons
Wholesale Grocers' Brokers
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The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.
We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen.
(Get in touch with us.)

FOR SALE
Choice Potatoes, Selected Eggs, Creamery Butter, Honey, Fancy Dressed Poultry.
C. A. MANN & CO.
78 KING ST. LONDON, ONT.

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
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McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
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We solicit agencies for staple lines.

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue East. Winnipeg

C.H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
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We have several good accounts, but can give you results on yours.

Geo. Adam & Co.
Grocery Brokers and Commission Merchants
We can put your goods on the Western market successfully, as we are in close touch with the Western wholesale grocery trade. Give us your line, and let us produce results for you.
Chambers of Commerce, Winnipeg

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214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.
DISTRIBUTION & SERVICE
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COAST to COAST.

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Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
Have live men working the retail trade daily. They get the business, and can get it for you. Write us, and we will explain our system.
Trackage *Storage* *Distribution*
120 Lombard Street, WINNIPEG, MAN.

G. B. THOMPSON
Wholesale Commission Broker and Manufacturers' Agent.
We can handle a few more good lines. Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1898

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

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LIMITED

ROYAL SHIELD BRAND OF GOODS

PACKERS OF
ROYAL SHIELD
BRAND
OF GOODS

CAMPBELL BROS. & WILSON
LIMITED
THE OLD RELIABLE HOUSE
ESTABLISHED 1882

ROYAL SHIELD BRAND OF GOODS

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GROCERS

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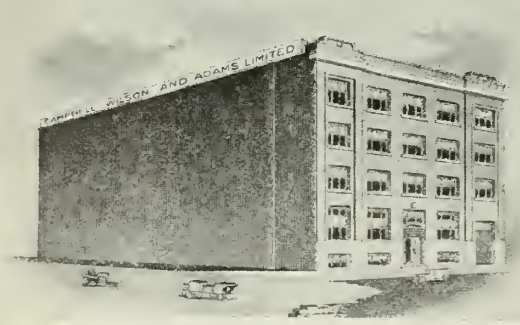

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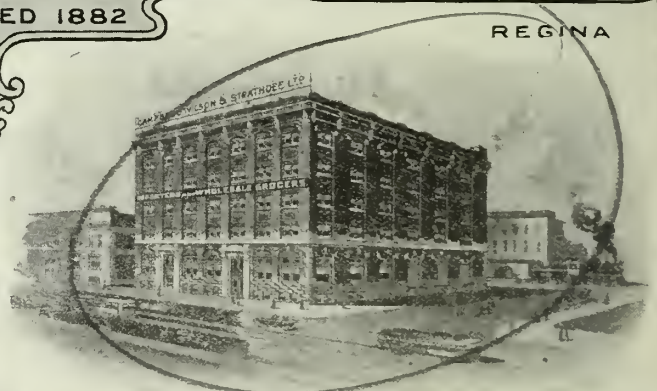

CAMPBELL WILSON & STRATHDEE, LIMITED

Which of these houses is nearest your store?

Look them over and write the one nearest you for a trial supply of **ROYAL SHIELD PRODUCTS.**

This is not asking you to make any experiment. On the contrary the Royal Shield Lines are tried and trustworthy, their quality is netting better business and larger profits for grocers all over the West.

Added to this is the service and attention we give your order. Whether it is large or small we will give it our personal attention, and we guarantee prompt shipment.

Royal Shield Products include:

TEA, COFFEE, COCOA, SPICES, BAKING POWDER, FLAVORING, EXTRACTS, ETC.

The prices are right, and the profits are good.

SEND THAT ORDER NOW.

CAMPBELL BROS. and WILSON, Limited - Winnipeg

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JAPAN TEA

Fresh from the land of cherry-blossoms, packed and exported under the control of the Japan Tea Growers' Association which guarantees its purity and quality, Japan Tea reaches you in all its unadulterated strength, delicacy of flavor and delightful aroma.

The Japanese Government prohibits adulteration and coloring of Tea

ON SALE AT ALL GROCERS

YOUR own selling ability backed by advertising, as above, in Canadian papers of national circulation, will put your tea department on a sound paying basis when you begin to feature the favorite stimulating beverage of the Canadian household—Japan Tea.

A jar-ful of customer satisfaction

Every housewife coming into your store will appreciate the excellent qualities of

"Curling Brand" Seville Orange Marmalade

Selected Seville Oranges, Pure Cane Sugar, up-to-date factory methods, expert workers—all combine to produce in "Curling Brand" that ideal home-made flavor and goodness which will appeal to the marmalade lovers of your town.

Giving Curling Brand Marmalade prominence in your interior displays and window trims will be a big stride on the road to better profits.

Manufactured by

St. Williams Fruit Preservers
Limited
St. Williams, Ontario

Distributors for Ontario
Maclure & Langley, Ltd., 12 Front St. E., Toronto

Your arguments and the pedlar's for bulk tea are the same

How in the world do you expect the housewife to distinguish between you? She thinks your teas are the same.

Far better to push Red Rose Tea —a master blend of over a dozen choice Assam-Indian and Ceylon teas—a distinctive flavor, distinctive name, distinctive package—a tea the pedlar cannot sell—a tea the housewife easily recognizes as something "different."

Money for You in STABLE BRUSHES

Next time you get an enquiry for stable brushes, take the time to show your customer how the bristles of a Keystone brush are fastened in to stay in backs that won't break. Tell him how the bristles stand the hard work—go as far as you like and the Keystone brush will back you up in actual use. It means money to you. Will you try it?

Write for prices, etc., to

STEVENS-HEPNER CO., Limited
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Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

This is more than a Refrigerator—*it's a sure profit promoter*

A refrigerator that displays its contents attractively while preserving them in perfect security, is what that word

"Eureka"

means

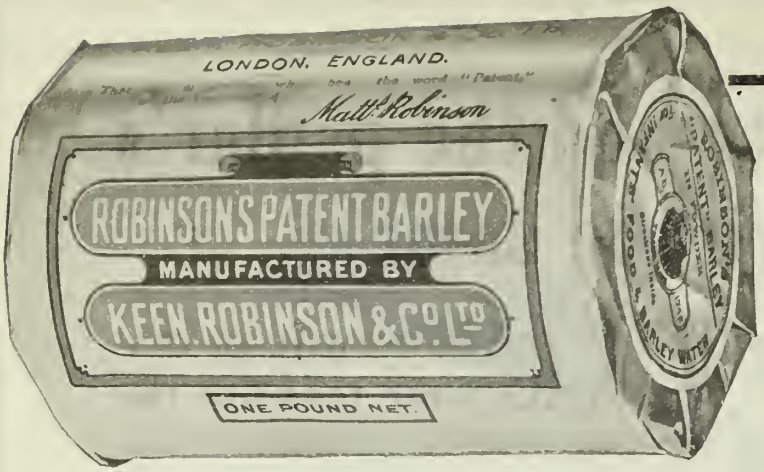
Embodying as it does all the most practical ideas in refrigeration, and many distinctive features and patents all its own we are very confident that an investigation will prove the Eureka to be the logical solution of your refrigerator problems.

May we send you our illustrated catalog?

Eureka Refrigerator Company

Limited
Offices: 27-31 Brock Ave., TORONTO

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.



How Much "Patent" Barley do you sell daily?

Every housewife coming into your store knows of the two Robinson cereals—

"Patent" Groats and "Patent" Barley

A world-wide publicity campaign has blazed a trail for you to quick sales and good profits. It only requires a little display (putting them where the housewife can see them) to start your proper share of Robinson profits coming your way.

You can sell more of the Robinson line if you try. And the results are worth trying for.

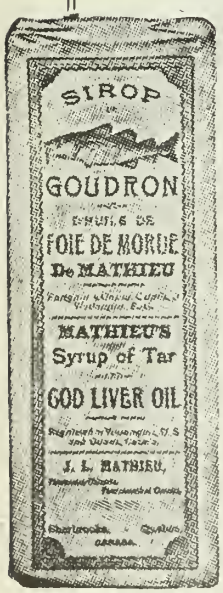
Magor, Son *and* Company, Limited

191 St. Paul St. W., MONTREAL - - - 30 Church St., TORONTO

AGENTS FOR THE DOMINION

Introduce Every Customer to

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL



With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE QUEBEC

In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
846

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CANADIAN GROCER

Vol. XXXI. TORONTO, FEBRUARY 2, 1917 No. 5

Canadian Produce Assn. Convention

Programme of Proceedings for the Fifth Annual Convention of the Association to be Held Next Week, Feb. 6th and 7th, in Montreal.

ON February 6 and 7, in Freeman's Hotel, Montreal, the Canadian Produce Association holds its fifth annual convention, Montreal was decided upon as the place of convention this year for several reasons, partly to enable the many producers resident in the Eastern districts, Prince Edward Island, and the Maritime Provinces to attend with greater ease, and partly to maintain the balance between the Province of Quebec and Ontario as Convention provinces, Ontario having had so far the advantage in being the scene of previous conventions.

The President, C. M. Thacker, and Secretary-Treasurer John Wilson have been active with the executive in completing arrangements for the Convention this year, and a most interesting programme has been prepared.

Beginning at 9.30 a.m. on Tuesday, Feb. 6th, proceedings include first an Executive Committee meeting, followed by a meeting of the Standing Committees Arbitration and Membership, and again followed by a joint meeting of the Standing Committees.

The session proper opens at 11 a.m. on Tuesday with an address of welcome by his Worship the Mayor of Montreal and an address by Zephirin Hebert, Esq. President of the Board of Trade.

President Thacker's address will follow, and then the report of the secretary-treasurer J. Wilson will be heard.

Reports of Standing Committees are scheduled to follow Arbitration by A. Vaillancourt, Montreal: Transportation, by Harper R. Gray, Gunn Langlois & Co., Ltd., Montreal; Legislation by R. J. McLean, Toronto, and the Committee to look after branches by A. H. Wilford, Wingham.

Committees for 1917 will then be appointed, viz. nominating, transportation, legislation, arbitration, resolutions, and branches.

At the afternoon session of Tuesday proceedings will begin by discussion of the 'Loss off' system of buying eggs and quality payment—R. J. McLean, Toronto.

Reports from districts will follow: Halifax by R. E. Colwell; Hamilton, H. Fearman; Quebec, J. Emond; London, A. E. Silverwood; Ottawa, A. W. Bayman; Charlotte-town, J. A. Ritchie; Montreal, Arthur Vaillancourt; Belleville, A. E. Bailey; Toronto J. J. Fee, and also Winnipeg, Calgary, and Vancouver.

By 4 p.m. it is expected that proceedings will arrive at the stage of an interesting discussion of the action of the government re legislation for buying or selling bad eggs, and the importance of legislation to prevent trading in bad eggs. This will be presented by Ernest J. Smith of the Whyte Packing Co., Brockville, and at the conclusion of this address there will be read an address on "how to increase the production of eggs in the province of Quebec," by August Trudell, Montreal.

The evening session on Tuesday will take the form of a banquet to be held probably in the Windsor Hotel, at which the speakers will be the Hon. J. C. Caron, Minister of Agriculture, Quebec and A. A. Ayer Esq., Montreal.

Wednesday's Proceedings

Wednesday's proceedings will begin at ten a.m. and will include first a paper on the outlook for the exportation of eggs in 1917 by H. R. Gray of Gunn Langlois & Co., Montreal.

An address will follow by P, W. McLagan of Lovell & Christmas, Montreal. on the "system of weighing and inspection of butter and necessity of the appointment of a weighmaster in Toronto and Winnipeg."

Professor Graham, and J. S. Porter will speak also on consideration of proposed standard for live and dressed poultry.

At noon before adjournment for luncheon the question of the organisation of a produce exchange in Winnipeg and Montreal will be brought up for discussion by J. J. Fee of Toronto and T. J. Coyle of Winnipeg.

After luncheon A. H. Dalrymple will take up and discuss the question of the free, or non-returnable egg case. a question which has come up at previous conventions.

Reports of the committee on resolutions, and of the Nominating Committee will then be received and with the election of officers for 1917 the proceedings will come to an end.

The Non-Returnable Egg Case

Principal Point of Advantage, and One Present Disadvantage in Regard to Adoption of This Sales-Aiding System.

THE question of the free or non-returnable egg case which is to be discussed once more at the Convention of the Canadian Produce Association in Montreal is one of considerable interest to producers of egg supplies and purchasers of eggs.

Principal objection to the present system by which egg cases are returnable is considered to be the fact that, after a few handlings, or even only one handling, the returnable case gets soiled and in unsatisfactory condition for business, tending to reduce the value of the eggs enclosed in it in market opinion. This is said to be particularly true of the carton cases, and it is held that the use of the returnable case distinctly depreciates the selling value of eggs.

On the other hand there are rather serious arguments against the use of 'free' or non returnable egg cases at the present juncture since the materials for egg cases have risen enormously in price since the war, and cases that used to cost 7½ cents, now cost 15½ cents about a 100 per cent. advance. Under these circumstances the chances are that the adoption of the non returnable egg case while very desirable, is uncertain of realisation meantime.

A Review of the Egg Market

The High Price Levels of 1916 Were Due to the Heavy Export of Eggs for the British Market — Prospects Are for High Prices This Year — Production in Canada Must be Considerably Increased.

EDITOR'S NOTE—The following is an address delivered by W. A. Brown, M.S., of the Live Stock Branch, Ottawa, at the Ottawa Winter Fair. It contains some very valuable information with reference to the egg market.

THE year 1916 was one of unusal activity with respect to the Canadian egg trade, unprecedented high prices prevailing during the late spring, summer, and fall months. The direct cause of this was the unusual demand on the part of the British market for the Canadian product, in preference to supplies obtainable elsewhere.

General Review of 1916

Owing to the relatively large shipments of Canadian eggs during the fall of 1915, Canadian storage holdings were not of sufficient quantity to supply the local demand, and the result was a considerable movement of the United States eggs into Canada for consumption during January, February and March. At first these imports consisted wholly of storage eggs, but even before the end of January considerable quantities of fresh-gathered United States eggs were being offered on the larger Eastern markets. These came, for the most part, from the Southern States of Oklahoma and Tennessee, and were offered as early as the 15th of January on the Toronto Produce Exchange, at 36c, freight and duty paid. The market generally held firm throughout January, but, owing to the increasing receipts of fresh-gathered stock declined rapidly throughout February and early March. Occasionally at times the lowering price had the effect of stimulating consumption, and this would be apparent in a slightly firmer tone, although the general tendency was downward from a price of about 30c the first week in February to 25c and 27c the latter part of the month, until the lowest price of the year was reached about the third week in March. The market took a very radically downward turn about the 9th of March. This was a direct reflection of the sharp reaction occurring on the Chicago market about that time.

During the two weeks following, a very uncertain market prevailed. The tendency of the trade is to buy at the lowest price possible, and sell at the highest. Generally, early in March, with the opening up of the storage season, the probable future storage sales price is the basis which regulates the price of eggs. The tendency in the States last spring, following the heavy production of the previous year, was to keep the price down to below 20c. The visit to Canada and the Eastern United States markets along this time, of representatives of the largest British importing houses, however, and the general feeling of confidence created by their presence, and prospective buying, gave the market a very buoyant feeling, and the result was that, while some endeavored to keep the price down to its usual level, the general prospects for lucrative sale were so favorable that there ensued the wildest scramble for eggs on the part of the trade generally that this country has ever seen.

The lateness of Easter week in 1916 also gave the market a firm tone at a time when it is generally weak. From a price of 20 to 21c in the last of March and the first of April, a steady advance took place throughout April and May, the price to producers advancing from 21 to 22c early in April to 25c the end of May throughout the Eastern markets generally. With the advent of hot weather, it was confidently expected that some reaction would take place, but the persistent export enquiry, and the generally favorable weather through June offset this, and prices continued steadily upward, and June eggs, and even early July eggs, were picked up quickly and placed in storage.

While the export movement of fresh-gathered eggs early in the spring was not large, several shipments aggregating from thirteen and fifteen hundred cases each went forward, and the price received was such as to further stiffen the market. In fact, during the latter part of June Canadian prices reached such a point that at least one car of fresh-gathered United States eggs were

The fair housewife has attempted to boycott the egg.

brought to Toronto for local consumption, and sold at a profit.

Despite the hot weather of July, prices continued to advance, 26 to 27½c being the prevailing quotation. Receipts of eggs continued large, many local points, in fact, reporting an increase over the previous year, but, on the other hand, however, local consumption was higher than ever before. In fact, one is safe in stating that the per capita consumption of eggs in Canada during 1916 was very much increased over previous years. This was due, without doubt, to the high price of meats and other animal food products, and the fact that, in many of the smaller villages and rural districts, it was practically impossible to get good fresh meat at any price during the hot weather. Another instance of this was evident in the Western Provinces this fall, when the meat ration of the majority of the threshing gangs consisted largely of eggs.

Fortunately for Canada, no attempt was made to move many Canadian eggs to the Old Country during the hot weather. Some went forward as late as the second week in July, but those that were shipped between that time and the first of September were largely United States eggs repacked in Canada. For the most these arrived in bad shape and the direct result has been that Canadian eggs have, for the last four or five months, been quoted on the British market at from five to ten cents a dozen above the United States product.

The heavy movement of Canadian eggs for export commenced about the last week in August, and gradually increased from a few thousand dozen per week until the maximum was reached during the last two weeks of October and the month of November. The exports for that time ran from eight hundred thousand to a million and a half dozen per week from the Port of Montreal alone.

Accurate information is not yet available as to the exact proportion of Canadian and United States eggs that went forward. It is common knowledge, however, that hundreds of cars of United States eggs were shipped which would undoubtely have been Canadian product had the eggs been available in this country.

The export prices received were very high, ranging from a contract price of 33 or 34c for early fall shipments to as high as 42c, and even higher, for later shipments, and the general verdict with respect to the quality of the Canadian product has been very favorable indeed.

The large percentage of the Canadian holdings exported, and the phenomenal home demand for eggs had the effect of reducing the stocks in Canadian storage houses to a point far below the minimum usually held toward the latter part of the year. This condition, combined with the slackness of current receipts, owing to the lateness of the pullets of 1916, has had the result of giving Canada unprecedented winter prices this year, as high as a dollar a dozen being asked and paid for guaranteed new-laid eggs on some of the larger Eastern markets.

Conditions with respect to production improved a little during Christmas week and the first week in January of this year, but the continued cold weather since has given production somewhat of a setback. Although mild conditions have prevailed generally throughout the Southern States, their production this year is not nearly as large as last, and the result is that the market generally in Canada continues firm, with the possible exception of British Columbia, where receipts of California eggs have brought the price down to about 45c.

Outlook for 1917

Naturally, following such a season and the fact that the export demand still continues, the outlook for 1917 is particularly favorable. Of course, the continuation of high prices is more or less contingent upon the conclusion of the war but, even so, it is not expected that in the matter of live stock and live stock products any serious reaction will occur and any falling off occurring in prices will probably be gradual.

Canada has the market but is short on the supply. The subsequent development of the poultry industry in this country largely depends upon the reputation established now on the export market. While there is no doubt need for improvement in the quality and in the uniformity of the product going forward, the great need is for the production of such a quanity of the quality desired, that Canada's place on the British market will be assured. We have every reason to believe that the necessary safeguards with regard to the quality of the product going forward will be perfected this year. Our future market is assured, therefore, if we will but increase our production to the extent necessary to hold that market. Canada's liabilities are not going to be met by the production of a minimum amount sold at a maximum price but rather by the production of the maximum sold at a remunerative price; in other words, the development of a volume of business. The great need, therefore, is for increased production during 1917.

The present prospects with respect to the accomplishment of this end are not the best, however. While undoubtedly the unloading of large quantities of poultry on the market last year owing to the scarcity of feed and other causes has resulted in a cleaning out and cleaning up of poultry flocks generally throughout the country that will ultimately be a blessing in disguise, yet the fact remains that there is not in the country to-day the number of laying stock that there was one year ago. It is out of the question, of course, to attempt to increase the poultry population of this country very materially between now and the season of high production. However, if every farmer and poultry producer will but exert himself or herself to get the highest possible production from what poultry they have, the shortage in the actual number of birds kept may be overcome to some extent and the Canadian trade may therefore indicate to the British importers that Canada will this year be able to supply as much at least to the Motherland as she did during 1916. Further, if those who have charge of the poultry use the same acumen, judgment and good management in the selection of their breeding stock this spring, the keeping of their poultry houses free of lice and mites and the providing of clean and sanitary quarters for their stock as they did in the culling from their flocks, the mongrel, nondescript and aged stock last fall, production throughout the spring and summer season may even be increased over that of last year.

Now is the time, therefore, to lay the foundation for greater and bigger developments for 1918 and 1919. Generally speaking, throughout the country there is a better sentiment prevailing on the part of farmers generally with respect to the poultry business than ever before, and, with the high prices prevailing for both eggs and poultry, there is reason to believe that there will be this year a much larger distribution of purebred, day-old chicks and eggs for hatching than ever before.

Canada has all the requisites for the production of a quantity far in excess of her own requirements, and with her favorable climatic conditions can, with proper care and attention, produce quality equal to the best in the world. Only the fringe of production possibilities has been touched up to the present. The Western Provinces, with their volumes of cheap feed, are the natural home for the Canadian hen. The bulk of the surplus at the present time comes from the provinces of Ontario and Prince Edward Island. Nova Scotia, New Brunswick, and Quebec do not produce sufficient for their own requirements. They must do more; and will. It remains principally for Ontario, Prince Edward Island and the Western Provinces of Manitoba, Saskatchewan and Alberta to demonstrate to Canada and the Empire as a whole what they can do in this connec-

(Continued on page 29.)

CANADIAN GROCER

ESTABLISHED 1886

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Vol. XXXI. TORONTO, FEBRUARY 2, 1917 No. 5

A BELFAST despatch says that Ireland is in an exceedingly prosperous condition. We are glad to hear it. It will be a new experience for Ireland.

* * *

THE HAMILTON Board of Trade has joined the ranks of those who favor the removal of the bar against the sale of margarine. It is an encouraging sign to see so many Boards of Trade and associations of business men coming out flat-flooted against an unwarranted exclusion of any wholesome food product.

* * *

FRANCE is shortly to pass a regulation whereby restaurants will be obliged to serve only two dishes at each meal. Britons are eating their two course meals and saying nothing. In Canada our menu is limited only by our pocket-book and our appetite, yet we are making the welkin ring with our sorrows over the high cost of living.

* * *

NO WHISKEY has been made in West Virginia since 1914 when prohibition went into effect, but there are still 825,139 gallons in bonded warehouses in the state. Reminds us of the story of the Virginia Colonel who was accosted by a friend. "How ah you feelin' this mahning, Colonel?" "Rotten, Suh, rotten. How should a gentleman feel in the mahning?"

* * *

TORONTO produce men have addressed a petition to the Minister of Trade and Commerce asking that an embargo be placed upon the export of Potatoes as the only means of keeping the price within bounds. This petition was signed by all the Toronto produce men. Can these be the same men, we wonder, that were so vividly pictured by the Toronto press as pushing carload after carload of potatoes out into the cold to freeze that these prices might be kept high?

* * *

THE London Trades and Labor Council, it is announced, are going to start a campaign against ice cream on the ground that it yearly consumes hundreds of thousands of gallons of products that might be better used in helping to keep down the price of butter and cheese. All very true no doubt, but we surmise that the council is barking up a rather tall tree, and that its lonely voice is rather apt to be drowned by the sibilant murmur of thousands of 'Arrys and 'Arriets munching their Summer ice cream.

* * *

BOSTON Brokers are asking $1.85 to $1.90 per bushel for potatoes. This high price is due to the car shortage and the fact that about half the arrivals are being shipped south for seed purposes. New York is selling potatoes at $6.00 to $6.25 per 180 pound bag. Considering these prices ought to be sufficient to convince some of the agitators that Canadian potato prices are not so outrageous as they have urged themselves to believe.

* * *

A CARGO of 15,000 kegs of Spanish grapes has been condemned in New York and the steamship company ordered to take these goods to Sea and dump them overboard. The value of this item of the cargo is set at $50,000. Had such a thing happened in Canada the daily press would have pointed it out with shrieks of horror, as another example of how the wholesaler would destroy goods in order to keep up the price of the few kegs he had on hand.

CANADA'S GROWING TRADE

CANADA'S trade seems to be in an unquestionably satisfactory condition to judge from Government statistics. A comparative survey of the year's business is very flattering to the average Canadian's esteem. The trade of the country for the twelve months ending December, 1916, shows a total that almost doubles the business of the two preceding years. The total trade of 1916 amounted to $2,112,994,931; in 1915 the amount was $1,253,649,784; and in 1914 $1,062,118,179. It is pardonable to feel a glow of pride in this performance.

A DANGEROUS SELLING PRACTICE

SOME Toronto dealers are adopting rather questionable methods in getting a profit on Charcoal. Some little time ago the price was raised from 8 to 10 cents to the retailer, an increase which, of course, necessitated an increase in the retail price. Some dealers continued to sell at the same profit getting 12 cents a bag for the charcoal, others sold at two for 25 cents. The ones mentioned sold the goods at 13

cents claiming that 12 cents was the regular figure and that the extra cent was a war tax. The public has become so used to the war tax idea that doubtless this scheme worked very well. The fact of the matter is, however, that there is no war tax on this article and that the extra cent was obtained by misrepresentation. There is no objection to the retailer charging 13 cents a bag for charcoal where he so desires, but to claim that any part of this charge is due to the imposition of a war tax comes very close to fraud.

THE INTERESTS OR THE MASSES?

WHY is it that the Dairy and Cattle Breeding Interests are so uniform in their opposition to Margarine? There is some talk of it spoiling the high standard of Canadian butter. Such standards could scarcely be lowered, save by the interests, who are fighting so hard now to maintain a standard by the simple method of excluding competitive commodities. On the other hand it may be urged that there is a popular appeal for the introduction of margarine; that there is a demand that will be ready to meet it should the ban be removed, and this demand comes from people who can ill afford to pay fifty and sixty cents a pounds for butter. There has been much crying about monopolies. Here is a monopoly that is standing, bare-faced ready for recognition. To lower the price of butter to them appears a disaster, as the curtailment of excess profit always appears to the interested party. There are a few people who might suffer in the curtailment of these excess profits, there are the many who do actually suffer from the curtailment of necessities of life. Which appeal is the stronger?

THE WISDOM OF THE FOOLISH

THE Toronto *Star* in a recent editorial continues its campaign of vituperation against the Cold Storage plants. In the course of this editorial appear some marvelous statements: "Those who keep food in cold storage can have waste without loss to themselves." "If a hundred thousand eggs were to go to waste in cold storage it would impose no loss on the owners." Truly a curious state of affairs and one not readily comprehended by anyone not gifted with the devious mental processes of this Editorial writer. Eggs even at their most plentiful season could hardly be bought under an average price of 20 cents. A hundred thousand eggs would cost approximately $1,660. To the mind of the imaginative writer referred to, the loss of such a sum may appear as nothing. It would, however, entail the selling of a hundred thousand eggs at 40 cents a dozen merely to cover the loss. To what purpose this waste, when the first hundred thousand supposedly wasted with malice aforethought, might even at the modest price of 30 cents show a handsome profit?

It seems that this interesting romancer will have to seek for more stable ground on which to base his allegations.

What particular purpose is gained by this system of misrepresentation and misstatement? The Toronto Medical Health Officer, made one enquiry into the holdings of food in cold storage, due probably to the public feeling stirred up by the Toronto press. Dr. Hastings reported that there were no unjustifiable holdings. A second investigation was demanded, and the Toronto *Star* among others promised that Dr. Hastings would have some startling things to say. This report has now been made public and the startling things promised simmer down to a statement that the food wastage is not abnormal.

The Star Editor, happily removed from the trying realms of business, has an innocent belief that 100 per cent. of everything bought by the wholesaler could reach the consumer but for the machinations of the trade. He is blissfully ignorant of the enormous element of wastage in packing, of the losses and depreciation in transit, of the other possibilities of loss that no human ingenuity has been able to guard against. What purpose is served by attempting to disturb public confidence at the instance of a half baked suspicion? What useful purpose is served by trumpeting one's ignorance from the housetops?

CANADA'S GRAIN CROP AND THE HIGH COST OF LIVING

SOME very interesting figures have recently been issued by the Census and Statistics Department of the Dominion Government. These figures give the latest corrected returns of the Canadian grain crops. The comparison of this and the preceding year is still another indication of the reason for the constantly increasing price of foods. A glimpse at these figures might be both interesting and instructive:

Crop.	Bushels, 1915	Value	Bushels, 1916	Value
Wheat	426,746,600	$352,359,400	220,367,000	$289,374,000
Oats	523,684,400	177,727,700	351,174,000	187,759,000
Barley	60,699,100	29,709,700	41,318,000	34,010,000
Rye	.....	.....	2,896,400	3,205,800
Flaxseed	.....	.....	7,122,300	14,581,300

This has meant prosperity for the farmer. His crops may have been lighter but they brought him more money. Consider these average prices of this and last year: Wheat, $1.31 against 83 cents. Oats, 53 cents against 34 cents. Barley, 82 cents, against 49 cents. Rye, $1.11 against 79 cents. Flaxseed, $2.05 against $1.50.

Be it noted that we have a crop yield of about one-half with a selling value only slightly less than that for the full yield. There is a wide margin of difference. This the consumer must pay, for paying is the consumer's special privilege. And this, all the arguments relative to food combines to the contrary, is the primary reason for the high cost of living.

Accounting for Retail Merchants---V.

Answer to Merchant Who Asks "Is it Adaptable to My Business?"—How to Open the Ledger—Do not Hurry—The System Will "Carry on" if Instructions Are Followed.

By Henry Johnson, Jr.

THERE are some attentive merchants ("marchand" in French) in the French-Canadian Province of Quebec as may be gathered from this letter:Arthur A. St-Arnaud Manufacturer et Marchand.

Ste-Genevieve de Batiscan,
Que., Jan. 8, 1917.

Henry Johnson, Jr.,
Care the Canadian Grocer, Toronto.

Dear Sir:—

Re "Bookkeeping for 1917." I would be much pleased to receive the following information:

(1) Is your simple system adaptable for a general store in the country, doing relatively small business but in the general lines with few specialties, and in connection with a small manufacturing plant for the wholesalers, and plumbing and tinshop?

(2) I do not quite understand when you say: "When you have them sorted, paste them into the blotter." What is that blotter? Do you mean a large book in which to paste all the slips of the day? We are making lots of small charges, sometimes without amounts because we are waiting invoices before making the prices. What is the blotter book?

(3) We have charges for store, for different specialties, and for manufacture, wholesale and retail.

(4) I have tried many styles of bookkeeping, without good result. I have returned to old system; journal-ledger for store and separate files for wholesale, but have no details to know what I do with each special line or manufacture, unless taking a very big trouble, because my business is not large enough to follow any large system of bookkeeping. I understand that you may be of good help to me because I would like to know, and it is a good thing in case of fire loss, etc.

(5) Hoping that you will give me information so I can prepare to open new books immediately after my inventory,

I remain, yours truly,
Arthur A. St-Arnaud

Adaptable to Any Business

I answer the questions in their order:

(1) Yes. Refer to debit page of Journal, published last week. Barn and Wages column can be run for a month. Then you can insert tinshop and plumbing, and run those for a month; while the Sundries column is a catch-all for such items are are not specially segregated into columns. And now note those two (Black) columns on the credit page. Tinshop and plumbing being revenue accounts, you will run them into those two columns steadily, seeing you are in that business; just as you now run Mdse steadily in a credit column.

But, in the case of one who is not only a merchant but a manufacturer, it would be better to have a Journal of eight columns, or ten, perhaps even twelve; though I should think that ten would be ample for all purposes. Then not only tinshop and plumbing, but barn, wages and two specialties could be run steadily; the specialties being changed from time to time as seasons change or other conditions make them comparatively active or dormant.

I suggest you all wait and see the system fully developed. Then questions can be handled profitably for both sides.

(2) The "blotter" I described is an ordinary counter-back for pencil entries—old style, costing 15c to 25c each, usually. But any old book will do, so long as it will go into your safe. The slips to go into it are charges and credits to your business accounts only—nothing to do with charges or credits on customers' accounts.

(3) Such charges are to be handled by any system you have in use, as I have indicated already. Amounts can be filled in or left blank for later filling, just as you do now. Only point here is to keep your live slips safely—meaning charges unpaid; agreements with employees; and such like. I'll cover all that later on.

(4) Precisely. It is because my system enables you to keep detailed account of your various sources of revenue and accurate tab on your outgo without putting all your time into bookkeeping that it is suitable more especially for the small man than the biggest merchants; though equally adaptable to the biggest, with suitable modifications of detail.

(5) As I said: Do not hurry. You can "catch-up" all right after you have the entire outline before you. You are keeping your cash regularly; you have your check-book; you keep your cash-balances daily; and you are pasting up your Petty Vouchers. A little extra work for a few days will enable you to get all this into your Journal and thence to your ledger when you know how to do it.

Opening the Ledger

By this time even those of you who have been delayed by various causes will have your figures of inventory completed and ready for 1917. So let us tabulate them ready for the ledger-opening. Either get two large sheets ruled with a number of columns: or make such sheets out of any kind of paper—good, clean wrapping paper is as goods as any other kind. One sheet is for debit items; the other for credit items.

Refer now to my opening article. See the "cardinal", or "principal", or "controlling" accounts given for the various pages of the ledger, and note what you have to enter: all items being as of the day after you have taken inventory.

You have a debit to cash: the amount of cash-on-hand. That goes onto your debit sheet at $786.45, as indicated last week.

You have a debit to Mdse, made up this way: The total of your inventory of stock on hand less unpaid invoices against it; and the total of the net valuation you have placed on your accounts outstanding. Let us say that the stock amounts to $3900 after all the "juice" has been squeezed out; and that your file of unpaid invoices foots up $860. Let us say that your net valuation of customers' accounts is $1426.30. You will make debit entries to Mdse as follows:

To stock		$3,900.00
Less invoices unpaid		860.00
		-3,040.00
To acounts outstanding	$1,426.30	
Less 10%	142.63	1,273.67
		$4,313.67

No entry to interest and discount, nor to expense, nor to your personal account. Say you do not own your building, so no entry to building, nor to wages.

You have a debit to barn of delivery equipment—horses, harness, wagons and autos—say, conservatively, $750. Put that in like this:

To equipment	$750.00	
Less 20%	150.00	600.00

Bills payable comes in for a credit—on the other sheet, mind—of what you owe the bank, $1000.

No entry to bills receivable, nor to advertising.

Say your store equipment is estimated to be worth $800 on a conservative basis. Enter debit, in furniture and fixtures, as you did barn, $800, less 10 per cent. $720.00 net.

Nothing to loss and gain; and nothing to savings or surplus. I take it as a pretty safe bet that few of you have either savings or surplus; but I hope to help a lot of you remedy that condition before 1917 passes into history:

We have capital left. That is the big balancing acount.

Take all the debits you have on your sheets and foot them up, as follows:

Cash	$ 786.45
Mdse	4,311.67
Barn	600.00
F & F	720.00
	$6,420.12

The only credit that appears is the $1,000 bills payable, so take that out and you will have $5,420.12. Put a credit to capital of $5,420.12 and then your debits and credits will balance. So you are ready to open the ledger.

The sheets you have used are trial balances—to insure correctness of entries before they are made in your books. The next step is to make those entries just as they now appear on your sheets, in just the detail indicated, in your ledger in the various accounts. Then you are ready to post from your Journal. I shall give you further details of that in my next paper.

Thoughts on Sugar and the Sugar Beet

The Importance of Sugar in the Grocery Trade and the General Sources of the Continent's Supply—The Growth of the Beet Sugar Industry—The Discovery and Growth of a Great Industry — How the Beet Becomes Sugar—Canada's Beet Sugar Business.

SUGAR is one of the four commodities that are together said to represent one third of the total purchases of the grocery store. It therefore represents one twelfth of the public's buying in food. United States food experts claim that every person of their hundred millions consumes annually 90 pounds of sugar and pay annually for that commodity the not too modest sum of $720,000,000. Where does this immense element of trade come from? Of the four and a half million tons of sugar annually consumed in the United States about 20 per cent. is produced and manufactured in the United States. Of the balance about 55 per cent. is the product of Cuba, while the islands of Porto Rico, Hawaii and the Philippines produce another 25 per cent. While these figures are for the United States alone they represent very fairly the conditions in Canada where the United States is the governing market. Prior to the war there was a considerable import of German sugar, but the Island of Cuba has always been the main source of supply.

A campaign is being started in the United States to urge that this great item of trade should be kept at home. As cane growing is only possible in one or two of the Southern states notably in Louisiana, the campaign is a campaign in favor of beet sugar. It is claimed that sugar beets can be grown successfully in practically all parts of the United States, as this is almost equally true of Canada, where sugar beet growing has already gained a considerable hold, a little sketch of the character and growth of the industry might be of interest.

Discovery of the Sugar Beet

The fact that the wild beet growing along the shores of the Mediterranean contained sugar remained a secret to the world till in 1747 a wandering German chemist, Andreas S. Margraff stumbled on the fact that was to revolutionize the sugar industry of the world. For a considerable number of years this interesting discovery was not considered of any commercial importance. In 1801, however, Carl Achard who had been a pupil under Margraff built a factory to commercialize the discovery. This venture did not prove a success and it was not until 1830 that the process of manufacture was so improved as to give any likelihood of commercial success. In that year factories sprang up in both Germany and France. Since that time the beet sugar industry has become one of the important items of European trade. At the time of the outbreak of the war the 400 beet sugar factories in Germany were annually turning out 2,855,000 tons, Russia 2,325,000 and Austria-Hungary 1,679,000.

Seven Million Tons of Sugar Beets

On this continent the beet sugar industry while already assuming large proportions is yet in its infancy. The United States as has been stated grows less than one quarter of the amount consumed within the country and a fair percentage of this cane sugar. Nevertheless the industry is making enormous strides. This year for instance 70,000 farmers of the United States planted each 10 acres, each acre of which is expected to average 10 tons. Seven million tons of sugar beets is a very respectable crop. What about the cost and method of production? It is estimated that a factory that can handle 100 tons of beets a day will cost roughly $100,000. Not that these factories as a rule handle only this amount, the factory at Spreckles, California, said to be the largest in the world, handles 3,000 tons a day. The standard sugar beet is supposed to contain 14 per cent. of sugar and to be 80 per cent. pure, in other words free from mineral substance.

A Profitable Business

In the United States the average contract for sugar beets has been $6.00 a ton. It costs upwards of $2.00 an acre for seed, an item that has increased considerably owing to the shortage of European seed but even taking this into account and also the high cost of labor, and of course beet cultivation requires considerable labor, it is a profitable in-

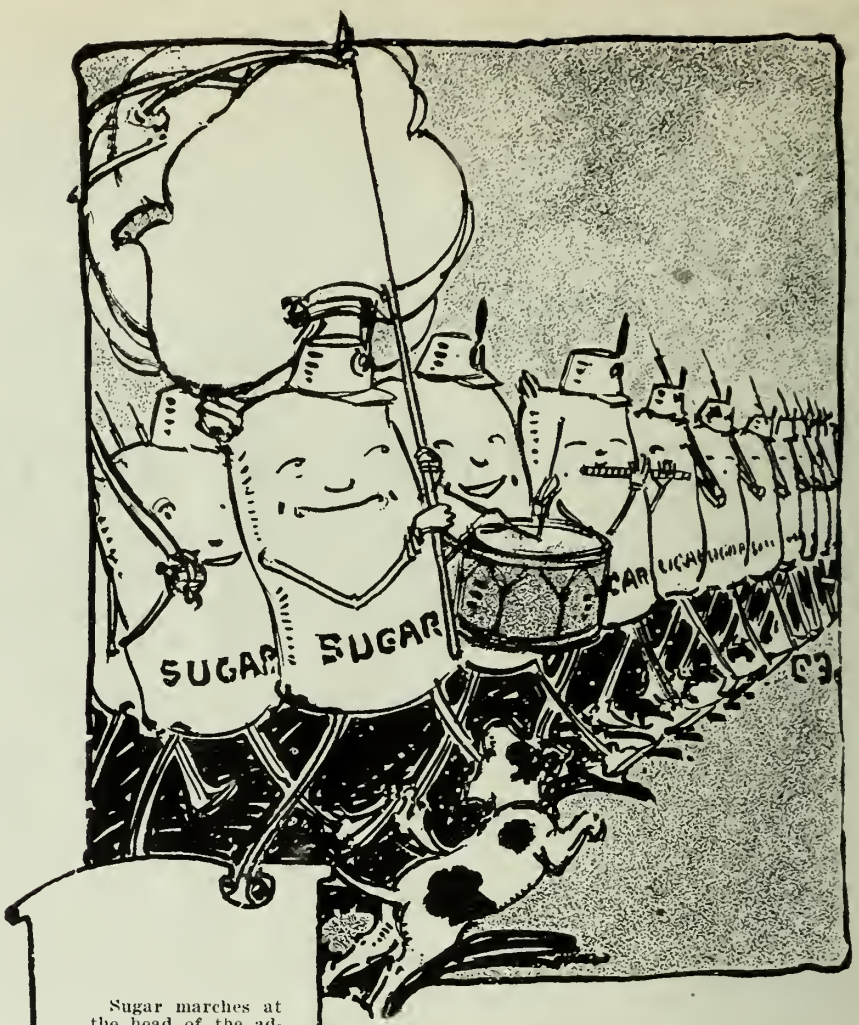
A wandering scientist discovered that the Mediterranean wild beet contained sugar.

vestment for the farmer. In Canada beet growers have combined to increase the price of the raw beets raising the price from $5.50 a ton to $7.00 a ton.

A word on the method of growth and manufacture of beet sugar. The sugar beet is white in color and is tapered in form like a huge carrot. The round seed from which it grows is really an envelope containing many smaller seeds, thus the sugar beet grows in little clumps which are thinned out as they advance in growth the average stand is about 39,200 plants to the acre. When the harvest season arrives the beets are loosened by plowing under their roots after which they are pulled by hand and their tops cut off with a heavy knife. These tops form a valuable by-product as it forms the very best of stock food. When the beets reach the factory they are carried to a machine called the slicer and cut into thin ribbons which are known as "cossettes". These "cossettes" are steeped in hot water which removes the sugar which is later extracted by evaporation. The whole process is one of extreme simplicity, it taking about 24 hours to turn the raw product into the finished article. A ton of sugar beets will make approximately one fifth of a ton of sugar. As to the item of quality it is largely a matter of opinions. There are two of these that of the manufacturers of cane sugar who consider the beet sugar an inferior article and that of the beet sugar manufacturers who consider it quite the equal of the cane produce. The reader is at perfect liberty to choose his view point. Of course these are the happy days for the beet sugar manufacturer. The menace of European competition which has been the bane of the industry in this country from its inception is for the time being removed, and while this condition continues the manufacture of beet sugar is a profitable investment. It is to be remembered however, that the manufacturing plant is an expensive item and that this plant is only in operation for some three months of the year during the beet root season, and consequently there are a nine months of idleness to be chalked against the profits.

The Canadian Beet Sugar Industry

Some facts relative to the Canadian beet sugar industry might be of interest in this connection. When the beet sugar industry was first started in Canada it was bonused by the Ontario Government so much per pound and by the Federal government by the admission of machinery duty free. At this time these measures may have been considered necessary as sugar was then selling at the lowest price in the history of the trade, less than half of what it has been since the beginning of the war.



Sugar marches at the head of the advancing food prices.

Following the outbreak of the war the federal government increased the import duty on sugar. This in conjunction with the higher prices due to the curtailment of European supplies materially increased the prices of sugar in Canada. This of course favored the beet root sugar manufacturers whose increased costs were merely nominal. One authority on sugar points out that even the increase of the raw material from $5.50 to $7.00 entailed on increase of less than 10 cents per hundred pounds in the cost of the granulated sugar. This authority further states that "$7.00 a ton for beets that will grade 15 per cent. and produce 12 per cent. granulated sugar (the 3 per cent. being lost in the solids which yet form a valuable by-product) would be 2-9 of 10c per pound. The cost of manufacture is not more than 1 cent per pound which enables the Canadian beet factories to produce beets at less than 4 cents a pound." If these statements are even approximately correct as we have every reason to believe they are, it is evident that in Canada as well as in the United States the beet sugar industry, since the war at least is in a very strong financial position.

PROMINENT WHOLESALER DIES SUDDENLY

James Beveridge who for nearly a quarter of a century has been a resident of British Columbia and prominently connected with the Provinces' business life, died suddenly in San Francisco of pneumonia while on a pleasure trip. Mr. Beveridge was for many years head of the William Braid and Co., tea and coffee importers of Vancouver. His sudden death will be a great blow to his many friends not only in British Columbia but throughout the entire West.

PASSOVER BREAD ADMITTED DUTY FREE

An Order in Council dated January 17th, 1917, provides for the free admission of Passover Bread and Matzo providing that the same be entered at the Custom House between March 1st, 1917 and April 6th inclusive, for use during the Passover season.

MEDLAND BROS. HOLD BANQUET.

The regular annual banquet to their travelling staff was given by Medland Bros., Limited, wholesale grocers, on Friday evening, January 26, in the blue room of the Hotel Carls-Rite, Toronto. After stern justice had been meted out to the dinner the entertainment consisted of short talks given by members of the staff, embracing special subjects previously allotted to each man according to his known ability along the special lines discussed. The art of salesmanship was thus presented in such a way as to be highly beneficial. Special addresses were made by E. Harwood, auditor, and George Sloan, secretary-treasurer of the firm. A short summary of the several subjects was made by J. H. Bond, sales manager. Interspersed with the speeches were suitable songs, instrumentals and vocal numbers by Jules Brazil and H. C. McMordie. A profitable and enjoyable evening was spent by the staff. The banquet was concluded by the singing of "Auld Lang Syne." Those present were: W. Kindree, D. A. Sinclair, R. W. Dicken, T. A. Lloyd, S. H. Dallimore, W. A. Yule, F. A. Bone, A. G. Hill, P. Coleman, S. H. Crighton, who are the city representatives of the company; A. Glanville, North Shore representative; J. H. Burton, Northern Ontario representative; L. E. Morden, Niagara Peninsula representative; W. A. Madden and George Sanderson, Ontario representatives; George Sloan, secretary-treasurer; J. H. Bond, sales manager; E. Harwood, auditor, H. C. McMordie, accountant; J. H. Barker, salesroom; J. Duncan and A. Maurice, shippers.

LARGE CUBAN SUGAR CROP WILL EFFECT PRICE

Advices received by the Cuban Consul at St. John indicate that the 1917 sugar crop of that island will be the largest in the history of the island. Since Cuba and the other West India islands are now the chief source of supply, this is likely to have a material effect on prices during the year, this tendency already being shown in several reductons. Since German sugar has been eliminated from the world market by the war, the West Indies have become an even more important source of supply than before, and crop conditions there are an important factor in determining prices.

The estimates received so far indicate that the 1917 crop will total about 3,647,000 tons of 2,240 pounds. Last year the production was 3,000,274 tons, and that was more than double the output of ten years ago. The war has given the sugar industry a great impetus in the West Indies, and as German sugar will be under restrictions even after the war is over, the growth is expected to be steady. Not more than one-third of the island is under cultivation, so there is ample room for the growth of production.

The increased crop which is anticipated this year is not expected to result in any very sensational reductions, as the market, which must be supplied, is still larger than the possible output, and this will continue to have the effect of keeping prices up.

There are at present 201 plantations producing sugar in Cuba. The greater part of the product is handled through Mantanzas, from which port 4,000,000 bags were shipped last year. Cienfuegos shipped almost the same quantity, while only a quarter of that amount passed through Havana.

ADVANCES IN BAKING POWDER MATERIALS

A manufacturer of baking powder was discussing with a CANADIAN GROCER representative the other day the advances in various lines of foodstuffs.

"Just a minute," he said, "let me tell you something about baking powder: About a year ago soda cost us laid down in Canada $1.35 per hundred pounds, this by the carload. To-day the price is $2.35.

"A year ago sulphate was around $5 to $5.10 per hundred weight in the United States. To-day the price is $6.75. The duty to-day is therefore 32½c on $6.75, whereas a year ago it was 32½c on $5.00.

"Ground starch in 1916 was around 3¾c per pound, whereas to-day the price is 5c in Canada.

"A year ago tin cans had shown about 25% advance over previous years. To-day we are paying 100% over cost of a year ago.

"Corrugated paper boxes of a certain size for shipping purposes cost us aronnd $77 per thousand last year, whereas to-day they are $1.34. The increase here is almost 50%.

"From these figures you will see the difficulty we are up against in the manufacture of baking powder."

ALL ONIONS LIKELY TO ADVANCE

Indications point to a strong increase in Spanish onion market. The supply of these goods is far exceeded by the demand and consequently prices are very firm. All shipments to New York are reported as overdue, and bought up almost before arrival. Other varieties of onions are also reported to be sharing the upward tendency.

REVIEW OF THE EGG MARKET

(Continued from page 23.)

tion in this great hour of trade expansion.

According to the last census, Canada had some 29,000,000 hens; a few more, in fact, then the single state of Iowa. There may be possibly forty to fifty million hens in Canada at the present time. In order to meet our obligations and live up to our opportunities in the matter, the slogan of every poultryman should be,—"150,000,000 hens for Canada in two years." How can it be done? Is it not possible in this country to create in the minds of producers generally the steadfast impression and belief that this development is going to be brought about, and to enlist the active services of every breeder and distributor of pure-bred poultry in a great big national production campaign?

Clearly, the opportunity lies before us. The task which Canada has set before her and which must be met, if from no other than economic reasons alone, demands the steadfast attention of statesmen and laymen alike. We must keep the home fires burning not only for the present, but in the days of adversity which are apt to come following the war. Agriculture is Canada's basic industry. Her own local demands are relatively small. She must find her place in the markets of the world. Even among her allies will be found some of her keenest competitors with respect to certain of her national crops, but in the production of live stock and live stock products, of which poultry is taking an increasingly important part every year, we have in Canada, assets in our herds and flocks of purebred stock and in the higher civilization of our people, that which, if properly applied and developed in the most progressive, businesslike manner possible, will insure Canada and Canadians that prosperity which we hope and believe is the natural heritage of this fair Dominion.

FLORIDA CELERY MOVING

The Florida Celery deal is opening and these goods will shortly be on the Canadian market. The stock now moving is from the Manatee section. Florida oranges and Tangerines are showing a slight weakness in the primary markets but grape fruit on account of the light receipts is showing a slightly upward tendency.

Cabbage continues to be high in price. New cabbage is moving from New Orleans and is selling at $5.00 to $5.25 per hundred pounds in New York. Florida is also moving new cabbage in hampers.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

R. T. Craig & Co., grocers, Truro, Nova Scotia, have dissolved partnership.

Reuben Bruhm, Blockhouse, Nova Scotia, have sold to Blockhouse Trading Company.

Jas. Morrow & Son, Annapolis Royal, Nova Scotia, have dissolved partnership in their grocery business.

The Retail Merchants' Association of St. John have decided to hold a Dollar Day sale on February 22, and strong committees have been appointed to arrange the details and to stimulate general interest in the event.

Quebec

G. H. Larocque, Montreal, has sold his grocery stock.

G. Soudeyns, Montreal, has sold his grocery and dry goods stock.

S. L. Desaulniers, Montreal, has sold the stock of his grocery store.

Lecavalier Dame Florentine Co., Montreal, builder and grocer, is selling his grocery stock.

F. Rivet, of Joliet, Que., visited Montreal this week on business in Bon Secours Market and with city wholesalers.

W. A. Cameron, of Mitchell, Ontario, was a visitor in Montreal this week calling on friends in business circles of the city.

W. H. Hendrix, representing the Henningsen Produce Co., of Portland, Oregon, U.S.A., spent the week in Montreal.

W. R. Spooner, wholesale fish dealer, Montreal, is elected as one of the Montreal directors of the Canadian Fisheries Association.

George Powers of the J. C. Whitney Co., importers of Japan and China teas in the United States, is visiting Montreal this week.

H. Monet, of Mont Rolland, Que., was a visitor to Bon Secours Market, Montreal, this week, making fruit and vegetable purchases.

Mr. Plourde of the Joseph Dufresne Co., Wholesale grocers and biscuit manufacturers, Joliet Quebec was in Montreal this week.

A. Pellerin, merchant of St. Agathe, Que., was in Montreal during the week, and visited Bon Secours Market on fruit and vegetable business.

W. C. Omand the flour exporter of Toronto, visited Montreal this week, and spent a couple of days in the city amongst business acquaintances.

Mr. Armand Chaput of Chaput Fils et Cie, Montreal, has been slightly indisposed this week and confined to house, but is expected back before the week end.

H. A. Letourneau, Montreal, has been elected as one of the Montreal directors of the Canadian Fisheries Association which met in the Windsor Hotel, Montreal this week.

The grocery store of P. C. Paquin, at 1141 Isabeau Street, Bordeau-Ahuntsic, Montreal, was badly damaged by fire on January 29th, the apartments above being also burned.

P. Kearney of Kearney Bros., Montreal has returned to the city after his first holiday spent in the Adirondacks since the illness from which he is making such a good recovery.

W. H. Halford, manager of the Montreal offices of Furuya Nishimura & Co., importers of Japan and China teas, has been confined to his house for a day or so this week owing to a passing indisposition.

J. A. Paulhas, prominent in publicity work for the benefit of the Canadian fish industries, has been appointed to the Board of Directors of the Canadian Fisheries Association at their meeting this week in Montreal.

W. W. Hutchison vice-president of the Lake of the Woods Milling Company has arrived safely from Great Britain, and was expected back in his office at Montreal this week. He has been absent for some few weeks in the Old Country.

The election by acclamation of Zepherin Hebert, president of Hudon Hebert et Cie, wholesale grocers, to the presidency of the Montreal Board of Trade is a source of great satisfaction to all who know the genial personality and public spirit of Mr. Hebert, whose most recent field of energetic goodwill has been in connection with the Bonne Entente between Quebec and Ontario.

Ontario

F. D. Brunet, Moose Creek, is selling out.

E. A. Ashbury, Frome, has sold to W. Stoner.

Somers Bros., Toronto, have discontinued their grocery business.

W. E. Lister, Welland, grocer, has sold out to J. P. Campbell.

Eliz. Jamieson, grocer, Hamilton, has sold to Chas. Jamieson.

Gideon Lipert, Tavistock, has sold his grocery store to Geo. McKay.

R. H. Williams, Coatsworth Station, has been succeeded by R. E. Clarkson.

C. Pitcher & Co., Toronto, grocers, have dissolved. C. S. Pitcher continues.

Robinson & Shelley, Toronto, have sold their grocery business to W. M. Shortt.

W. Stoner, St. Thomas, has purchased the general store of G. A. Ashbury at Frome.

The Pure Milk Co. have recently been incorporated at Hamilton, with capital of $400,000.

W. W. Logan & Co., general merchant, Parkhill, has disposed of his boot and shoe stock.

T. H. Estabrooks, president T. H. Estabrooks Co., Limited, St. John, N.B., was in Toronto this week.

Fire visited the Simpson Grocery Store, 734 Yonge St., Toronto, Jan. 26. The damage was about $300.

Corp. Howard Vair, son of W. Vair, of Vair & Balkwell, St. Thomas, who has been in a hospital at Leeds, convalescing after being wounded in France, has been transferred to the hospital at Epsom.

O. S. Matchett of Goheen & Matchett, grocers, Peterborough, was a visitor at the Toronto office of THE CANADIAN GROCER on Tuesday. He was in Toronto this week a couple of days on business.

A double frame house, which also contained a grocery, operated by Mrs. W. Rutherford, Brockville, Ont., was burned Jan. 28. The blaze started in the grocery from a stove placed too near the woodwork.

H. B. Somers and C. E. Somers, who have been doing business under the firm name of Somers Brothers are retiring from business. This firm has been in the grocery business at 291 King Street West, Toronto, for the past thirty-one years and are well and favorably known throughout the trade.

The bakery of A. M. Ewing, Ashley street, Hamilton, was partly destroyed by a fire which originated from an overheated oven. The blaze started upstairs and as the bakers were working below, it was not discovered until it had made great headway. The machinery in the plant was slightly damaged by water, and a new oven recently installed is completely destroyed.

Western Provinces

H. R. Taylor, Brownlee, Sask., has sold out.

Webb Trading Co., Webb, Sask., has sold out.

E. Cloutier, Regina, has sold his grocery business.

Bonsteel & Santy, Crestwynd, Sask., have dissolved.

C. A. Trapps, Harris, Sask., has sold to Kennedy & Whitlam.

J. H. Miller & Son, Champion, Alberta, have sold out.

Max Naimark, Regina, Sask., is discontinuing his grocery business.

D. J. Kennedy, Unity, Sask., is selling out to McLellan & Hammond.

Kennedy & Whitlam, Harris, Sask., have been succeeded by C. A. Trapp.

Isaac Cohen, North Regina, Sask., grocery and meats, has sold out.

A. M. Robinson, School Lake, Manitoba, has removed to Melville, Sask.

F. W. Showler, Inwood, Manitoba, has been succeeded by David Wood, Teulon.

Nimes & Wilson, Winnipeg, Man., have dissolved; J. P. Wilson continuing.

The Tompkins Supply Co., Tompkins, Sask., has been succeeded by A. Henry & Son.

R. B. Donaldson, Medicine Hat, has reopened his grocery at 901 Ninth Ave. South.

B. Schaysh, Selkirk East, Manitoba, has purchased the stock of the general store of M. Hares.

A. W. Benton, Regina representative of The Dyson Co., was in Winnipeg last week. His wife is a patient at the hospital there.

C. & J. Jones, commission agents, have moved from 214 Carlton Building, Winnipeg, into more commodious premises in the Curry Building.

Watson & Truesdale, manufacturers' agents, Winnipeg, have been appointed agents for Anderson & Miskin, Vancouver, B.C., salmon packers.

The Robt. Gillespie Co., Winnipeg, have appointed the Howe McIntyre Co., 119 Youville Sq., Montreal, agents in Montreal for the Michigan Tea Rusk Co., Holland, Mich.

James Beveridge, head of William Braid & Co., tea and coffee importers, of Vancouver, and recently representing Messrs. A. Schilling & Co., importers and manufacturers, of San Francisco, died at his home in San Francisco.

A stubborn three-hour blaze in the basement of the Jobin-Marren Company's wholesale grocery on Market Street East, Winnipeg, Man., Jan. 28, resulted in smoke damage of $150,000, according to the president of the firm.

Twenty influential bodies in Winnipeg, including the Retail Merchants' Association, Canadian Manufacturers' Association, the Hudson's Bay Co., and the Northwest Travellers' Association, have signified their intention of favoring the Daylight Saving law in Winnipeg for this year.

The Quaker Oats Co. have leased the plant at Neepawa, Man., formerly operated by the Dow Cereal Milling Co. This plant has not been in operation for two or three years, and will help the Quaker Oats people to meet their demand just now. There are rumors that they are endeavoring to get control of the Yorkton Cereal Mill, at Yorkton, Sask.

The Need of a Small Debt Court

The Present Legal Machinery in Many Provinces Favors the Delinquent Debtor—An Interesting Letter Dealing With the Question—Some Cogent Suggestions as to How These Conditions Could be Improved.

THE much mooted discussion of the advisability of a cash or credit system is one of persistent interest. There is little doubt that the credit system under proper care tends to the best interests of the retailer. Unfortunately, however, the inadequacy of the laws regarding small debts in some of our provinces, has been an outstanding danger to the credit merchant. The machinery for collecting these amounts has been so cumbersome that the delinquent has mainly felt safe in the assurance that the matter would never be brought to law, and consequently a premium has been placed on one of the pettiest forms of theft.

The Retail Merchants' Association of Ontario, at the coming session of the legislature are introducing a bill to provide a small debt court for the provinces similar to that now in operation in Manitoba, wherein a small debt may be collected at the expense of 50 cents.

In this connection a letter that has recently reached this office will be of interest. The letter reads as follows:—

"Owing to the fact that our legal machinery for collecting accounts for delinquent debtors is practically useless, a good many of our retail grocers are trying to 'Keep up with the Joneses,' by selling for cash only, because the large departmental stores are doing it with success.

"At the same time these large stores are taking advantage of the credit system in buying their goods which they deny to their customers. They do not require the 30 days' time because they are short of funds, but because it is the convenience they desire and need to check over the goods and put them through their books in the proper manner.

Credit a Convenience to the Housewife

"This same convenience is appreciated by the housewife who orders her daily requirements. She, too, likes to check over her goods when delivered, and arrange her invoices of the monthly supplies.

"This convenience would be gladly granted by the merchants, if it were not for the fact that a small percentage of their customers cannot be trusted, because they take advantage of the easy way they can escape from paying for them.

"The people desire good service, and they are entitled to it, and ninety per cent. should not be deprived of it because a small number will take advantage of the legal machinery which is inadequate to meet the need.

Making a Credit System Safe

"What the merchants want and have a right to expect is a simple, cheap, collecting system to protect them from this class of people.

"They should not only have a court to decide whether they owe the claims made upon them, but the court should take it in hand to collect it, with the power of the law behind it.

"This is simple and would make the credit system perfectly safe, and restore the confidence necessary for the merchants to give good service to their customers.

How Such a Law Might Be Effective

"A magistrate should be appointed, recommended by the retail merchants, who has had experience in the retail trade, and who understands the retail conditions, who should not only decide whether the parties owe the respective claims, but should also find out when and how they could pay them. He should arrange with them to pay a certain amount every month, and pay it to the court and if he fails to make his appearance at the dates arranged, he should be arrested for contempt of court.

"This would give the magistrate nearly as much power as the magistrate in the police court.

"When a case comes before him, where perhaps a poor weak-minded fellow, who has not sufficient control over his temper, got into a fight, the magistrate sentences him $5 or 30 days. If he cannot pay he must go to jail.

"I would like to know which one deserves such treatment the most, the poor weak-minded man who got into a fight, or the professed gentleman or lady who deliberately walks into a store and indirectly steals the merchant's goods for his shelves?"

M. MOYER.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SUGAR declined 10c per hundred during the week and is still in a weak market. Further declines are anticipated in this commodity within the next two months, when production of raw sugar on the Island of Cuba will reach its maximum. Conditions in Cuba continue favorable for a big crop. Flour also recorded a decline of 40c per barrel for Manitoba during the week. Demand for flour is still light. Molasses is in firm market and advances have taken place on all case goods with a strong probability that the bulk molasses will also record an advance in the near future.

Dressed hogs were firmer in price and advances were made effective. Meat products were accordingly in firm market with advances recorded in some lines. Butter and eggs are still in weak tone. Supplies of storage eggs are being rapidly depleted and prices are firmer. Cheese advanced in price owing to the continued heavy export demand. Fish products in many lines recorded advances owing to the increased demand for fish as a food for the armies. Potatoes are still in firm market with higher prices recorded. Seed potatoes from all appearances will be a scarce article in the spring.

Condensed and evaporated milk and prepared coffee have advanced in price. One brand of pickles has also been increased in price. Teas are in a firm market. Coffee stocks being carried are slightly heavier than usual in anticipation of higher prices. Business during the week has continued fairly good. Travelers are experiencing some difficulty in covering their territories owing to the curtailment of the passenger train service.

QUEBEC MARKETS

MONTREAL, Jan. 30.—The advance in canned milk both condensed and evaporated is one of the principal events of the markets in Montreal this week, but potatoes show also an important advance, and there are advances to record in the lines of produce and provisions, eggs being notably scarcer. The cost of the canned milk is enhanced by cost of packing materials, but an actual increase in the cost of milk itself has been recorded in the Montreal district and this is said to be partly due to the high prices of feeds. Flour and sugar relieve the late monotony of price increases by coming down a shade in price, and the market for both of these commodities is very uncertain at present. Molasses stocks grow scarcer. Syrups are firm as ever. There is a hint of higher rice prices, and nuts are in firm market. Coffee is quiet, but tea is very firmly priced at present. Amongst incidental advances noted by one large firm of wholesalers are a ten cent advance in white sheet gelatine to $1.00 per lb. and an advance of seven cents on that delicacy dear to youth—Castor oil which is now quoted at 27 cents a pound. The same firm noted also a shading up in compound lard by ½ cent a pound. The various lines of fruits are finding good steady market with apples only causing some dis-satisfaction as regards quality, and some falling off in demand. Oranges on the other hand are in better quality and better demand. Fish are scarce, and in view of the approach of Lent this scarcity is likely to cause market difficulty. On every hand are heard complaints regarding the tremendous difficulties besetting business through the shortage of coal, and the scarcity of railroad cars as well as of ship-space. Transportation trouble is declared to be the principle cause of flour market feebleness at present, and curiously enough the same reason is given for firmness in lines of imported goods. Whichever way the matter of transportation affects the markets it is causing considerable trouble all round.

Sugar Experiences Another Decline

Montreal

SUGAR.—Once again sugar has registered a decline. The prices quoted last week went down by ten cents on Saturday last at 11 a.m. There is no special reason for the reduction except it be the effect of the rather widely current idea that immense crops of raw sugar are to be harvested this season in Cuba. As a matter of fact there are rather fewer centrals operating now than were operating at this time last year, and the actual production is behind the records of this period last year. There are big crops of cane, but much may happen ere all is harvested, and with transportation affairs so congested there are chances of an actual passing shortage of raw sugar for refinery needs in Montreal in spite of the so called bumper crop. This makes sugar predictions vague and uncertain, and re-emphasises the advisability of hand to mouth buying to meet requirements of the retail trade.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 30
Acadia Sugar Refinery, extra granulated	7 20
Wallaceburg sugar	7 20
Special icing, barrels	7 30
Yellow, No. 1	6 90
Powdered, barrels	7 40
Paris lumps, barrels	7 90
Crystal diamonds, barrels	7 90
Assorted tea cubes, boxes	7 90

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs, and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Milk and Creams Have Gone Up

Montreal

CANNED GOODS.—Nothing more uneventful in market circumstances could well be imagined than the condition as regards canned goods at present in all the lines of solid foods, fruits, vegetables, meats, and fish. There is a good average demand, but nothing outstanding is noted, and the prices prevailing are largely in the hands of the wholesalers to decide upon as may suit the occasion. In the main, however, most wholesale houses in Montreal are quoting around the general run of figures given here, and any exceptions are due to special considerations. There may be more activity later in all lines of canned goods. One great exception must be made this week however to the tone

of equipment in canned goods. The exception is in canned milks, creams, and condensed milks. These have all advanced in price. Condensed milk is up 50 cents per case, and evaporated milk 15 cents per case. This applies to the Borden brands and all the associated brands, Eagle, St. Charles, Silver Cow, Reindeer etc. Eagle condensed milk is now $7.70 per case of 48 cans. St. Charles evaporated milk is $5.15 per case of 24 cans hotel size, and $4.15 per case of 48 cans family size. Prices of other canned goods are as quoted below, subject to shadings in certain special cases.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 80
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Still Only Quiet Dried Fruit Demand

Montreal

DRIED FRUITS.—For some reason not very clear to the principal large wholesalers, demand for dried fruits has been rather quieter of late, though a certain special Lenten demand is anticipated very shortly. It is remarked by one wholesaler that dried fruits might well be regarded as a substitute for butter in the sense of providing an appetiser for plain bread that is also nourishing in very high degree. But many lines of dried fruits formerly familiar to all markets as low priced luxuries, are now amongst the high priced luxuries again as they were in the early days of history. Currants keep exceptionally high in primary market, and there is small chance of their being differently situated for some time.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 12
Apples, choice winter, 50-lb. boxes	....	0 12
Apricots (old crop)	0 16	0 17
Slabs	....	0 18
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 12
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Figs—		
Spanish (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 12

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses Stocks Run Low Now in Montreal

Montreal

MOLASSES AND SYRUPS.—Still the market conditions are developing along expected lines as regards molasses. Stocks are exceedingly low, now in Montreal. One large house, in fact one of the largest houses stocking molasses in the city, was reduced this week to five puncheons of fancy, but as the same house expected delivery within a few days of several carloads of new crop, the prospects are that supplies will not run short in the city. Prices remain as quoted last week, and are steadily firm. Corn syrups are unchanged. Glucose is in difficult market, due to the extreme trouble experienced in transportation. Maple syrup is scarce, and there will be none too much available by the time new crop comes forward.

	Prices for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 25
5 lb. tins, 1 doz. in case, case	3 65
10 lb. tins, ½ doz. in case, case	3 55
20 lb. tins, ¼ doz. in case, case	3 50
Barrels, about 700 lbs.	0 04½
Half barrels, about 350 lbs.	0 04¾
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 70
3 gallon wooden pails, 38½ lbs. each, per pail	2 40
5 gallon wooden pails, 65 lbs. each, per pail	3 70
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 75
5 lb. tins, 1 doz. in case, per case	4 15
10 lb. tins, ½ doz. in case, per case	4 05
20 lb. tins, ¼ doz. in case, per case	4 00

Walnuts May be in For an Advance Next

Montreal

NUTS.—The market for nuts of all kinds keeps firm, and future arrivals from primary markets are all in firmness of condition as regards prices. Transportation troubles are in all directions tending to firm the markets, and nuts are no exception to the rule. Walnuts both shelled, and in the shell are up two cents a pound to the importers, and though prices to retailers are still as quoted last week, as a matter of fact importers are now paying for these about the same figures as were being quoted to wholesalers only recently. The chances are therefore that there may be higher prices on walnuts before very long.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

Canadian Beans Are In Very Good Demand

Montreal

BEANS.—The market for all kinds of beans exceedingly firm, and there is no great tendency on the part of holders of large stocks of Canadian grown beans to part with them in any hurry, though the time draws near when beans are usually sold more freely. Large wholesalers in Montreal however, report that they can secure sufficient supplies to keep them going, and at prices which though high, are fair under present market conditions for the best grades of Canadian grown beans. Supplies of foreign grown beans are also coming in fairly steadily, but the best demand is said to be for the Canadian grown.

Beans—		
Canadian 3-lb. pickers, per bushel	6 75	7 20
Canadian hand-picked	....	7 50
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Prospects of Rise In Price of Rice

Montreal

RICE AND TAPIOCA.—While there is still no change in conditions regarding rice as compared with conditions reported last week, the market is experiencing quite considerable demand, and business is reported as usual in midwinter, brisk. There is also noted this week a hint that something is in store in the way of advanced prices for rice. The recent advance in Vancouver prices as noted in Toronto market report last week is no doubt responsible for the suggestion made by important wholesalers this week that rice prices in the East are also likely to advance early in February. Tapioca is exceedingly firm in market at present, and there are prospects, as previously noted, for higher prices before long as the situation affecting ships for carrying cargoes to this continent affects this product seriously.

Rangoon rice, per 100 lbs.	....	4 30
"Texas" Carolina, per 100 lbs.	....	7 00
Real Carolina, per 100 lbs.	7 50	8 00
Patna (fancy)	....	7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	0 10	0 10½

Cocoa Prices Keep Steady: Market Good

Montreal

COCOA.—Demand for cocoa keeps up well and wintry weather in Montreal and throughout the province of Quebec has helped it. No change is reported in cocoa prices, and nothing further has been heard as regards the rumor that the Government might restrict the production of chocolates. The problem of high prices for containers keeps ever to the front with all concerned and though retailers make fair profits on cocoa sales from the manufacturers' point of view, manufacturers are seeing some of their own profits vanish into the form of hardware and fibre containers, also packing materials generally.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Tea Market Firm From Outside Cause

Montreal

TEA.—There is nothing but continued firmness to record this week as regards tea. Prices are unchanged from wholesale to retail for the present, but the news of ship destruction keeps import market ideas fixed on very firm prices indeed. The representatives of large importers are taking orders now in Montreal for the season ahead, and quotations rule subject to war risks and conditions as they can be foreseen. It is believed that bountiful crops of tea are keeping abundant supplies well renewed in India and Ceylon, but ships to send the cargoes overseas are scarce to the last limit. Merchants in Montreal are accepting the situation philosophically, but with some regrets remembering days of simpler commercial conditions in which the straight economic laws affected the markets and wars were far off in the future.

Pekoe Souchongs, per lb.	0 26	0 27
Pekoes, per lb.	0 29	0 31
Orange Pekoes	0 32	0 35

Coffee's Quietness Steadily Maintained

Montreal—

COFFEE.—No change in coffee prices falls to be recorded this week, and there is no news from primary markets to indicate any chance of there being such change in the immediate future. In fact the possibility of reduction in British coffee imports due to shortage of ship-space is exercising the great markets for coffee and with a depressing effect. Locally the market keeps healthy as to demand and well supplied and the fact that the "raider-rates" for marine insurance have been brought back to "normal" war risk rates is noted with satisfaction.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Spices Seem Likely to go to Firm Market

Montreal

SPICES. — Conditions as regards spices keep as reported last week. The market still steadily showing results of depletion of stocks on this side of the ocean, and the reports of destruction of tonnage being disconcerting to importers. Ocean risks though reverting to "normal" in the sense of the usually high rates before the raider rumors got around, are affecting all spice imports, and the steady tale of firm markets goes on affecting Montreal spice grinders as all others on the continent. Prices to retailers remain as quoted last week, but warnings are whispered that there may be increases. The peculiar condition of market by which black and white peppers attain identical price levels is maintained. This is an unprecedented occurrence in spice market history, and has aroused comments from merchants.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 87	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 52	....—0 90	....—0 39
Cream tartar—45 to 50c.			
Ginger (pure)	....—0 20	....—....	....—....
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	....—0 28	....—1 15	....—0 28
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 45	....—0 80
Peppers ,black	....—0 30	0 87—0 95	....—0 40
Peppers, white	....—0 37	1 17—1 22	....—0 39
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 20—0 22	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)	....	0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	....	0 25
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole	....	12-15

Potatoes go Soaring to High Price Again

Montreal

FRUIT AND VEGETABLES.—Potatoes have again soared in price, and are now quoted at $2.50 a bag of 80 lbs. This represents an advance of 25 cents over last week's quotations. The reason given is shortage of supply. As a matter of fact potatoes are quoting higher priced in New York than on this side, and there have been some export shipments made from New Brunswick. The scarcity seems likely to last and prices will probably keep firm for some time. Cabbage is now quoting at $5.00 a barrel (a fifty cent advance). Leeks are up fifty cents to $2.50 per doz. bunches. Red onions are now $3.00 for 75 lbs. The first shipment of Bahama Tomatoes has been received in Montreal and these are quoted at $2.50 to $3.75 per crate of 40 lbs. Apples are scarce and for first quality goods are high priced (especially Spies). Oranges are in rather better demand since a lot of frosted goods got off the market. Bananas keep in good steady demand, some very fine fruit being marketed at present at moderate prices.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	1 60	3 00
Oranges (Floridas)	3 00	3 25
Lemons	2 50	3 50

	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Apples—		
Wagners	6 00	5 50
Russetts	6 50	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (California) crate	....	9 00
Onions, red, per bag (75 lbs.)	....	3 00
Onions, Spanish, per crate	6 25	6 50
Potatoes, per bag (80 lbs.)	....	2 50
Carrots, per bag	....	1 00
Beets, per bag	....	1 25
Parsnips	....	1 25
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	1 75
Tomatoes, hothouse, lb.	....	0 25
Tomatoes (Bahama), per crate (40 lbs.)	2 50	3 75
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	4 50
Cranberries (Cape Cod), barrel	10 00	11 00
Beans, U.S. wax, basket	....	4 00
Beans, U.S. green, basket	....	3 50
Leeks, per doz. bunches	1 50	2 00
Parsley, doz.	0 50	1 00
Mint, doz.	....	0 50
Watercress, doz.	....	0 50

Brisk Demand and a Short Supply of Fish

Montreal

FISH.—There has been an increased demand for fish recently and the market has been lively. The principal difficulty has been to secure supplies to meet the demand. Lake fish have been exceedingly scarce, the market being in fact all but bare of them. British Columbia coast varieties are also scarce to the verge of non-existence on the market, and it looks as if there would be little on hand for Lent. Recent news from Prince Rupert, B.C., however, suggests that some good catches of halibut are expected from the banks, and these will be hurried forward with Lenten needs in view. Fresh haddock came a little lower in price during the week, certain banks off Nova Scotia having proved especially productive. Smoked haddies, fillets, and cured fish are scarce and high in price. Oysters continue in fair demand and at reasonable prices so that they become amongst the cheapest and most nourishing fish foods. Canned fish are in fairly good demand.

SMOKED FISH

Haddies	0 11	0 12
Haddies, fillet	....	0 15
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40

SALTED AND PICKLED FISH

Herring (Labrador), per lb.	8 50
Salmon (Labradmor), per bbl.	20 00
Salmon (B. C. Red)	16 00
Sea Trout, red and pale per bbl.	16 00
Green Cod, No. 1, per bbl.	14 00
Mackerel, No. 1, per bbl.	21 00
Codfish (Skinless), (100-lb. box)	9 00
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box	1 80

SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 40
Prawns, Imperial gal.		2 50
Sbrimps, Imperial gal.		2 50
Scallops		3 00
FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.		.09
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 08	0 09
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00
FRESH FISH.		
Haddock	....	0 10
Steak Cod	0 10	0 12
Market Cod	....	0 08½
Carp	0 16	0 11

ONTARIO MARKETS

TORONTO, Feb. 1.—Two declines in important commodities handled by the grocery trade were recorded during the week. Flour dropped 40c barrel on Manitoba and 30c barrel on Ontario winter wheat flour. Sugar followed downward with a decline of 10c per hundred, and there is still an easier tone in the market, which will in all probability mean lower-priced sugars in the near future. Dressed hogs made a substantial move upward during the week, and sold at $19.50 to $20, which represents an increase of $1 to $1.25 per hundredweight. In consequence of the firmness in the market for hogs there have been higher prices on some of the cured meat lines. Butter and eggs continue in weak market, although the situation in storage eggs is becoming more acute. Supplies of storage are very light at present, and prices in the Chicago market are too high to make it advantageous to bring them into this market. With a stretch of mild weather the hens would undoubtedly come to the rescue and produce much larger quantities of new-laids. Molasses is in firm market, tins having been advanced 50c per case during the week, with the probability that bulk molasses will also follow upward. There has been a movement upward in many lines of fish products owing to the greater demand for this product. Business for the week has been fairly good.

Sugar Again Declines; Market Inclines Lower

Toronto

SUGAR.—A decline of 10c per hundred went into effect on all brands of sugar on January 27. At the present time there is a weakness in the market, which in all probability indicates lower prices still. The market might be characterized as a waiting one. There is nothing to indicate any strength in the market, and the indications are all toward the direction. Business in sugar has been fair during the week, but the demand is purely on a hand-to-mouth basis. In the New York market there was further weakness in raws, a decline of 31 points being registered during the week, making the selling price at the time of writing 4.89c per pound duty paid, as compared with 5.20c per pound last week. In the face of a weaker raw market the refined article has held remarkably steady in price at 6.75c per pound in the New York market. Crop prospects in Cuba continue good and pressure to dispose of raw stocks within the next two months, when heavy production is under way, will in all probability send the price of raws to considerably lower levels. However, it would be foolish to speak with absolute certainty as to the trend of the market. It remains to be seen yet what effect the purchase of raw sugars by the British Government from the British West Indies will have on the Canadian sugar situation. The logical outcome will be to reduce the amount of duty-free sugars for the Canadian market. Scarcity of tonnage may also operate to put a firmness in the market. An advance of 10c per hundredweight on raw sugars has furthermore been announced to take effect on February 1. Following are the quotations:

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 38
Acadia Sugar Refinery, extra granulated	7 28
Dominion Sugar Refinery, extra granulated	7 28
Yellow, No. 1	6 98
Special icing, barrels	7 58
Powdered, barrels	7 48
Paris lumps, barrels	7 98
Assorted tea cubes, boxes	7 98

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Condensed Milk Has Advanced 50c Per Case

CONDENSED MILK, PICKLES.—An advance of 50c per case in all lines of Borden's condensed milk has been recorded during the week. Evaporated milk in baby size has advanced 5c per case, and is now quoted at $2.30. The family size of evaporated milk has advanced 15c, and is now quoted at $4.65 per case. The hotel size has also advanced 15c per case, and is now quoted at $5.15 per case. Condensed coffee in the large size has advanced 25c, now being quoted at $5.25 per case, while the small size of condensed coffee has been marked up 10c, and is quoted at $5.80 per case. Lea's pickles is another of the lines that has registered an advance during the week. In the 12-oz. size all kinds have been advanced from $1.45 to $1.75 per case. This represents an increase of 30c.

Molasses in Cases Advances 50 Cents

Toronto

MOLASSES AND SYRUPS.—An advance of 50c per case has gone into effect on tin molasses. Molasses in pails for No. 2's has been increased 10c, and No. 5's have been increased 25c. A dearer market in all brands of molasses is anticipated owing to the increased cost of the containers, higher freight rates, increase in insurance and higher prices for molasses itself. Manufacturers have in some instances not advanced the price of bulk molasses, while others are quoting higher for New Orleans. Higher prices are looked for on West Indian molasses. The market for cane syrup held steady. Corn syrups were also in steady market, with a fair demand.

Corn Syrups—		
Barrels, per lb.		0 04½
Cases, 2-lb. tins, 2 doz. in case		3 25
Cases, 5-lb. tins, 1 doz. in case		3 65
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, lb., 5¼c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, gal.	0 42	0 44
New Orleans, gal.	0 42	0 44

Salmon Moving Well In Country Districts

Toronto

CANNED GOODS.—Reports from country districts state that salmon stocks having been moving well. A ready sale is being found for this commodity. Golden wax beans have recently been placed on the market, and in the 2-lb. tins are being quoted at $1.35 per dozen. Asparagus tips are being quoted at $3, which represents an increase of 25c. Tomatoes hold steady, there being no disposition as yet to let go at lower prices. Corn and peas are in steady demand.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	3 25
½ flats, cases 8 doz., per doz.	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 80
Pinks, ½-lb. tins	....	1 00
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 00
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	....	1 35
Asparagus tips	....	3 00
Corn, 2's, doz.	1 50	1 60
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 25	2 50
Do., 1s, doz.	....	1 45

Prunes Becoming Scarce Commodity on Spot

Toronto

DRIED FRUITS.—Prunes have been

going into consumptive channels at a good rate, and as a result stocks are running down. With a congested state on American railways there will be continued difficulty in getting supplies forward. Furthermore, stocks at coast points are being held in a few strong hands, and these factors point to a firmness in the prune market. The heaviest consumptive season for prunes is yet to come. Some apricots are due to reach the market in the near future. Tap figs in certain quarters were quoted down as low as 5½c per pound. The market for other dried fruits is somewhat quiet.

Apples, evaporated, per lb.	0 11½	0 12
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case...	3 10	3 25
Dromedary dates, 3 doz. in case.....	3 85	4 00
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 05½	0 07
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-50s, per lb., 25's, faced	0 12½	....
50-60s, per lb., 25's, faced	6 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lb., 2s, faced	0 09½	0 11
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 15	0 16
Valencia, Cal.	0 10½	0 11
Valencia, Spanish	0 10½	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Tea Importers Have Nothing to Offer

Toronto

TEA.—Local tea brokers have very light supplies of teas on hand, and wholesalers in consequence were not being sought as purchasers during the week. The situation in tea is becoming daily more acute. In the London market, Indian teas were selling up 1c per pound at the auctions on Monday. The exchanges at Calcutta and Colombo are still closed. The only factor that is a bar to higher prices locally is the circumstance that wholesalers have fairly good stocks. The demand for teas is good. Quotations are the same as those of last week.

	Per lb.	
Pekoe Souchongs	0 25	0 27
Pekoes	0 28	0 30
Orange Pekoes	0 30	0 34
Broken Pekoes	0 32	0 35
Broken Orange Pekoes	0 34	0 38

These prices do not indicate the wide range in the values. They are for good medium grades, and meant to give some indication of price movements.

Coffee Stocks Are Heavier Than Usual

Toronto

COFFEE.—In anticipation that there will be much higher prices for coffee when peace is declared, some of the dealers are carrying heavier stocks of this commodity at the present time than is their custom. Even yet stocks could not be considered heavy, but they are heavier than usual. The advance of 1c to 2c per pound, which went into effect recently with some of the dealers, has now become quite general with the majority of dealers. Demand for coffee has been exceptionally good. Prices held steady during the week.

Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Pepper Inclines to Easier Tone in Market

Toronto

SPICES.—There was a temporary easier feeling in the primary pepper market during the week, and prices there were quoted ¼c down. This was attributed to the fact that there is congestion in shipping circles, that dealers are carrying fairly heavy stocks, and also to the fact that the demand was comparatively light. The demand for all spices is keeping up exceptionally well. Prices held steady locally during the week.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	0 22	0 25
Peppers, white	0 38	0 42
Peppers, black	0 28	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	....	0 25
Carraway seed, whole	0 55	0 75
Cream of Tartar—		
French, pure	0 48	0 50
American high test	0 53	0 55

Arrivals of Shelled Nuts Are Backward

Toronto

NUTS.—Deliveries of shelled nuts of various kinds are very slow. The cause is to be had in the ocean freight situation and the railroad situation. The market for nuts in the shell is quiet at present, but there is a steady demand for shelled nuts. The market for nuts in the shell will be an inactive one until new crop begins to loom up well on in the year. Prices have held steady during the week.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	5 75
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Contracts in Rice Hold Market Steady

Toronto

RICE AND TAPIOCA. — Although higher prices have gone into effect in some rice lines, there have been no advances with the local wholesalers. This is due to the fact that most of the dealers are covered by contracts which extend well into the present year. This factor is helping to create a steady feeling in this market. Demand for rice has been heavy. The market for tapioca is firm. At present prices in the primary market it would cost to lay down here what the wholesalers are selling it for.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10	0 10½

Stocks of Lima Beans Act as Steadying Force

Toronto

BEANS.—Prices for lima beans have held steady during the week, but there is a situation here akin to that in rice. Wholesalers have fairly heavy stocks, and this is acting as a steadying factor in price. In the primary markets, limas are quoted higher, and the cost to import them at present would only be ⅛c below what some wholesalers are now quoting them at. There has been a good demand for all beans and prices are firm. Rangoon beans are in firm market also.

Ontario, 1-lb. to 2-lb. pickers, busb.	6 75	7 00
Rangoon, per bushel	5 90	6 00
Japanese, per bushel	....	6 00
Limas, per pound	0 10	0 11

Package Cereals Are in Good Demand

Toronto

PACKAGES.—There is a continued good demand for package cereals of all kinds. Prices have held steady during the week. Starch products are in firm market owing to the situation in corn. This commodity can be purchased, but at high prices. There is difficulty in getting it from the United States into Canada owing to the railway congestion.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case....	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 35	1 60
Rolled oats, square case	4 75	4 85
Shredded wheat, case	....	3 60
No. 2, pound cartons	....	0 07½
Cornstarch, No. 1, pound cartons	....	0 08½
Cornstarch, No. 1, pound cartons	¾; mfw	mm
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Soldier Demand For Fish Sending Prices Up

Toronto

FISH AND OYSTERS.—There has been a generally upward tendency for many lines of fish during the week. Ciscoes are quoted up 1c per pound; haddies are quoted ½c higher; haddie fillets, 1c up; Labrador herring, 25c per keg higher, and 50c increase in the barrels. Quail on toast has also advanced ½c per pound. Cohoe salmon is higher by ½c to 1c per pound; qualla salmon has taken a big jump of 1c to 1½c per pound. Fancy steak cod is quoted up as high as 13c per

pound. Goldeyes are quoted 1c up in certain instances, and pickerel has advanced ½c per pound. Tullibees, pickerel and smelts are all quoted ½c higher. There has been a heavier demand for fish as a food for soldiers, and this is putting a firmness into the market.

SMOKED FISH.		
Ciscoes, per lb.	0 14	0 15
Haddies, per lb., new cured	0 12½	0 13
Haddies, fillets, per lb.	....	0 15
Kippered herring, per box	1 60	1 75
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
PICKLED AND DRIED FISH.		
Labrador herring, keg	....	4 50
Labrador herring, barrel	....	8 50
Salt mackerel, kits	....	2 25
Quail on toast, lb.	....	0 10
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 15	0 15½
Coboe almon (red), frozen	0 14½	0 15
Qualla salmon (pink), frozen	0 10	0 10½
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	0 11	0 13
FRESH LAKE FISH.		
Pike, lb.	....	0 08
Whitefish, lb., frozen	0 11½	0 12
Goldeyes, lb.	0 07	0 08
Pickerel, lb.	0 11½	0 12
Herrings, frozen, Lake Superior	....	0 05
Tullibees, lb.	0 08	0 08½
Yelow pickerel	0 11½	0 12
Smelts, No. 1, lb.	....	0 13
Oysters—		
Standards, gal.	1 80	2 30
Selects, gal.	2 50	2 65
Sbell, per barrel	....	8 50
Sbrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Fresh Rhubarb Has Been In Market This Week

Toronto

FRUIT.—Fresh rhubarb has been in the market during the week, and is selling at $1.25 to $1.50 per dozen bunches. California lemons are quoted easier in price by 25c per case. Fruit lines are comparatively slow movers at present. California navel oranges and Cuban grapefruit are moving about the freest of the various lines. California oranges held steady in price, while Cuban grapefruit was quoted down 50c from the high figure of last week. Cuban pineapples, on the other hand, are firmer by 25c per case, and are quoted from $4 to $4.50 per case. Strawberries are also firm at 65c per quart. Some British Columbia Wagner apples were quoted in boxes at $2. The usual run of these apples ranged from $2.35 to $2.50 per box. Messina lemons are also quoted 25c down.

Apples—		
Barrel	3 25	6 00
Spys, No. 1	6 00	7 00
Spys, No. 2	....	5 50
Boxes, American	2 35	2 50
Boxes, B.C.	2 35	2 50
Bananas, bunch	2 00	2 25
Cranberries, bbl.	10 50	11 00
Boxes, 28-qt.	3 75	4 00
Oranges—		
Cal. Navels	2 75	3 50
Tangerines, Florida, case	....	2 50
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 50	4 25
Grapefruit, Cuban	3 00	3 50
Porto Rican, case	3 00	3 25
Lemons, Cal., case	....	4 00
Messinas, case	3 00	3 50
Pineapples, Porto Rican	4 50	5 00
Cuban, case	4 00	4 50
Rhubarb, doz. bunches	1 25	1 50
Strawberries, 1-qt.	....	0 65

Florida Tomatoes and Celery Make Appearance

Toronto

VEGETABLES.—Florida tomatoes were in the market during the week, being quoted at $7 to $8 in six-basket carriers. Florida celery was also in the market and in the half-cases sold at $3.50. Potatoes are still higher in price, being quoted from $2.75 to $3 per sack for New Brunswick Delawares. These are about the only brand of potato available. One dealer stated that seed potatoes will be very scarce this year. Growers in New Brunswick, on whom he relies in normal years to get fifty to sixty cars of seed potatoes this year were only able to supply him with five or six cars. There is a scarcity of potatoes. American buyers have been in the market taking everything they could get. The commission man in question was of the opinion that the supplies he has obtained for seed purposes may have to go as food if the present prospects continue. California celery is quoted up 25c per case at $8. Cucumbers are firmer in price by 25c, being quoted up to $2.75 per dozen. Some lettuce on the market during the week was selling by the pound at 17c. This is a rather unusual way of selling this commodity.

Artichokes, Cal. French, doz.	1 00	1 25
Beans, green string, hamper	....	6 50
Beets, bag	....	2 00
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 50	2 75
Cauliflower, Cal., 18 to 24 in box	....	4 00
Carrots, bag	1 40	1 50
New, bamper	....	1 50
Celery, California, case	7 50	8 00
Florida, half case	....	3 50
Eggplant, each	0 25	0 30
Lettuce, per doz. buncbes	0 25	0 50
Per pound	....	0 17
Florida head lettuce, hamper	....	3 25
Mushrooms, 4 lbs.	2 00	2 50
Onions—		
Spanish, crate, 120 lbs.	5 50	6 00
Spanish, half cases	3 00	3 25
Spanish, small crate	....	2 00
B. C. onions, 100-lb. sack	4 50	5 00
Green, per buncb	0 50	0 65
Potatoes—		
N. Brunswick, Delawares, 90-lb. sacks	2 75	3 00
Sweet, New Jersey, hamper	2 15	2 25
Ontario, 90-lb. bags	....	2 50
B.C., 99-lb.	....	2 60
Parsnips, bag	1 75	2 00
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	....	0 75
Turnips, yellow	0 75	0 85

MANITOBA MARKETS

WINNIPEG, Jan. 31.—There are a number of changes worth noting specially—flour dropped 30c per barrel. The wheat market has had an easier feeling, due to more peace rumors. Winnipeg millers believe there will be a higher market later on, especially if the Government requires further quantities of flour. The Government has not been buying lately, which has kept the market down to some extent. Some millers have declined bulk rolled oats to $2.80, while others are selling for $3. It is a decline in both cases; the demand is falling off. Hogs have been touching record levels—$13.35—but are coming down again with bigger runs. Business in fruits and vegetables is slow, and prices are ruling high on account of difficulty of getting supplies. Cabbage, for instance, jumped to $4.10 per cwt. from $2.50 in the space of two weeks.

Wholesale grocers are quoting cheese at 28½c. New prices on Clark's corn beef are: $3.10 for 1's, and $7 for 2's. Green Rio coffee is up to 15½c per lb Buckeye cornmeal, 24's, 85c per bag; bales, ten tins, $3.60. Patna rice is now 6c per lb. Threaded cocoanut is quoted 19¼c. Welcome washing powder is now offered to the trade at $2.25 per doz.; there are twelve in a case now, where there were formerly two dozen. Black pepper is being quoted as follows:—Whole, 26c; ground, 26½c; mace, 75c. Buckwheat grits are being offered at $7.50 per sack of 100 lbs, whole, medium, or coarse.

Sugar Down Again Very Little Buying Done

Winnipeg

SUGAR.—The market fell 10c per cwt. in Manitoba last week, and is selling on a basis of $8.10. The demand from the country is small, as it usually is at this time of the year, very few dealers buying a car. Brokers are not prophesying what is going to happen, believing that the market is liable to go either way. A refiner advises that the production in Cuba is far behind last year's, and difficulty of getting tonnage will keep sugar in Cuba and prevent refiners accumulating stocks at this end to enable them to hold off buying.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 00
Extra ground or icing, boxes	8 85
Extra ground or icing, bbls.	8 55
Powdered, boxes	8 65
Powdered, bbls.	8 45
Hard lump (100-lb. case)	8 95
Montreal yellow, bags	7 60
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 05
Halves, 90 lbs., per cwt.	8 15
Bales, 20 lbs., per cwt.	8 15
Powdered, 50s	8 70
Powdered, 25s	8 95
Icing, barrels	8 70
Icing, 50s	8 90
Cut loaf, barrels	8 90
Cut loaf, 50s	9 10
Cut loaf, 25s	9 35
Sugar, British Columbia—	
Extra granulated sugar	8 00
Bar sugar, bbls.	8 05
Bar sugar, boxes, 25s	8 45
Icing sugar, bbls.	8 15
Icing sugar, boxes, 50s	8 35
H. P. lumps, 60-lb. cases	8 85
H. P. lumps, 25-lb. boxes	9 10
Yellow, in bags	7 55

Use Syrup for Butter Molasses 3-gal. Pail, $1.50

Winnipeg

SYRUPS.—Many retailers report a tendency for people to use corn syrup instead of butter, owing to the high cost of the latter. Many people find it impossible to pay 50c per lb. for butter This has little effect on the demand for molasses. A local house announces the following quotation on New Orleans, 3-gallon pails—$1.50.

(Continued on page 39.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., Jan. 30.—Wholesale business for January for this district shows a considerable improvement over corresponding months of last year in teas, coffees, and spices. The trade shows considerable increase as compared with last year. The sale of flour and sugar is slightly in excess; this in the face of advanced prices. Wholesalers report also that goods generally stocked for the Christmas trade, raisins, nuts, and festive season goods generally, are much better cleared up than they were at this time last year. The cheese business for January has been comparatively small, but prices still rule high. Butter is still firm and stocks are low. Eggs have been wobbling up and down all month, according to the changes in weather, but to-day they took a decided advance. Lard advanced 10c a pound all round to-day, and cured meat show an upward tendency, but with no market changes in prices. In root vegetables, prices are becoming almost prohibitive, and dealers say that stocks are very low. One dollar forty to $1.50 for a sack of turnips, carrots, etc. (allegedly 100 lbs.), is very high compared with the price at this time for any of past ten years. Commencing to-day, no potatoes of any claim to quality can be had for less than $35 a ton, with $38 and $40 the prices for better class. Dry onions are $85 a ton.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Jan. 30.—Sugar has dropped 10c. Flour dropped 10c on Saturday and 25c yesterday, making 98's $4.60. Condensed milks are up 50c a case, evaporated up 15c. California lima beans are quoted at 10½c, and will be higher. Popcorn is up ½c a pound. Ontario cheese, large, now quoted at 27c. Lard, 3's, are now $13.20. Eggs have advanced, $11 to $12 now asked for No. 1 storage. Other advances this week are olive oil, maple syrup, marmalade pumpkin.

CALGARY:

Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s, per bbl.	....	9 20
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 40
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1 Ontario, large	....	0 27
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	13 20
Bacon, smoked backs, lb.	....	0 26
Bacon, smoked sides, lb.	....	0 26
Eggs, new-laid, doz.	....	0 45
Eggs, storage, case	11 00	12 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a.cse	5 00	5 50

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Jan. 30.—Edmonton markets have been fairly quiet during the past week. Wholesalers report business brisk, although extremely cold. Weather in this part of the West has interfered with country trade. Sugar took a decline on Monday; basis now $8.45. Rolled oats dropped 10c; price quoted at $3.40. Butter is 45c; eggs, 40c; bacon, backs, 26½c.

EDMONTON:

Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s, basis	....	3 40
Rice, Siam, lb.	....	0 04½
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 45
Lard, pure, 3s, per case	....	12 90
Bacon, smoked backs, lb.	....	0 26½
Bacon, smoked sides, lb.	....	0 26½
Eggs, No. 1	....	0 40
Eggs, storage, case	....	11 50
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 50
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case	....	13 50
Salmon, pink, talls, case	....	5 00

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Jan. 30. — Severe weather prevails throughout the district, thirty below zero with stiff northeast wind. Effect is little trading in rural districts, but for the past few days business has been good notwithstanding. Local market shows considerable activity this week some important changes being reported. Japan beans advanced 65 cents and are quoted at $5.75 bushel; flour declined on January 26, and again January 30, ten cents first time, and 25 cents on the latter date, quotations to-day is $9.30 per bbl. Rolled oats declined January 30, twenty cents, bails are quoted at $3.50. An advance of from 15c to 50c per case in all canned milks occurred January 29. An advance is expected in sago and tapioca, present quotation is 8¾ cents. Sugar declined ten cents on January 20 and again on January 27 and price per cwt. is $8.14 to-day. Creamery butter has declined to 42 cents and fresh laid eggs are quoted from 50c to 60c dozen. Other quotations are walnuts, shelled 47c; almonds shelled 43c; cooking figs 8½c; dates $3 to $3.50 case; and prunes from 9¼c to 11¼c pound.

REGINA—

Beans, small white Japan, bush.	....	5 75
Flour, No. 1 patents, 98s, per lb.	....	9 30
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 50
Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 08¾
Sugar, pure cane, granulated, cwt.	....	8 14
Cheese, No. 1, Ontario, large	....	0 27
Butter, creamery, lb.	....	0 42
Lard, pure, 3s, per case	....	12 75
Bacon, smoked sides, lb.	....	0 30
Bacon, smoked backs, lb.	....	0 28
Eggs, new-laid	0 50	0 60
Eggs, storage, No. 2	....	0 40
Tomatoes, 3s, standard, case	....	4 35
Corn, 2s, standard, case	....	3 55
Peas, 2s, standard, case	....	2 88
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 25
Peaches, 2s, Ontario, case	....	3 95
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall, case	6 60	6 75
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid	....	0 50
Eggs, storage	0 40	0 42

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 30.—For what was expected to be a quiet month, January has proved very satisfactory in the grocery trade, with dealers expressing confidence that 1917 will prove a good year unless unforeseen developments occur. Wheat market slump has been reflected in flour prices, with a drop of 40c; Manitoba now quoting at $10.50 and Ontario at $9.55. The anticipated reduction in sugar is shown in a 10c drop. Present prices are: Standard granulated, $7.45 to $7.50; United Empire, $7.35 to $7.40; bright yellow, $7.25 to $7.30; No. 1 yellow, $7.05 to $7.10; Paris lumps, $8.50 to $8.75. American clear pork is higher again at $40.50 to $41. Messina lemons are scarcer and higher at $4 to $4.50. Cold weather is still holding up potato shipments, and has risen to $4, and is

firm at that figure. Onions also becoming scarce, and now quoted $5.50 per bag.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Manitoba	....	10 50
Ontario	....	9 55
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 50
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 60	0 61
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00
Beans, yellow-eyed	....	7 00
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 45	7 50
United Empire	7 35	7 40
Bright yellow	7 25	7 30
No. 1 yellow	7 05	7 10
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 25	0 25½
Eggs, new laid	0 45	0 50
Eggs, case	0 39	0 42
Roll bacon	0 25	0 26
Breakfast bacon	0 26	0 27
Butter, dairy, per lb.	0 38	0 41
Lard, pure, lb.	0 22	0 22¼
Lard, compound	0 17¾	0 18
American clear pork	40 50	41 00
Beef, corner, 1s	3 00	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Cohoes, case	....	9 00
Salmon, Chums	4 75	5 00
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 11½
Raisins, fancy, lb.	....	0 12
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	....	0 10
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11¾	0 12
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 00	4 50
Lemons, Cal., box	4 50	5 00
Oranges, Cal., box	3 25	4 00
Grapes, Malaga, keg	6 00	7 00
Grapefruit, each	0 04	0 04½
Potatoes, bbl.	3 75	4 00

WEEKLY MARKET REPORTS

(Continued from page 37.)

B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case		3 80
5-lb. tins, 1 doz. to case, per case		4 45
10-lb. tins, ½ doz. to case, per case		4 15
20-lb. tins, 3 tins to case, per case		4 05
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)		
Molasses—		Per gal.
Barbadoes, ½ bbls., per gal		0 70
New Orleans, ½ bbls., gal		0 46

Winnipeg

DRIED FRUITS.—Small size prunes continue very scarce and higher in price. March shipments, new crop of Australian currants, will soon be available, but so far prices have not been named. Evaporated apples are becoming dearer in this market, and a local house is to-day asking 12c. The same house quotes as follows on prunes: 40-50, 25's, 11¾c; 50-60, 10¾c; 60-70, 10¼c; 70-80, 9¾c. Cooking figs are being advertised at 7½c.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	0 11½	0 12½
Apricots—		
Choice, 25's	0 19	0 20
Choice, 10's	0 19½	0 20½
Pears—		
Choice, 25's	....	0 12½
Peaches—		
Choice, 25-lb. boxes	....	0 10
Choice, 10-lb. boxes	....	0 10⅝
Currants—		
Fresh cleaned, Australian, lb.	....	0 19
Amalias, Greek, wet cleaned	0 18	0 18½
Figs—		
Coking Figs	....	0 07½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	2 00
Raisins, California—		
16 oz. fancy, seeded	....	0 11½
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 09
40 to 50, 25's	....	0 11¾
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

DRIED VEGETABLES.—It is reported that jobbers in Saskatoon have been pretty well loaded up with beans, and that these have been selling as low as $4.50 in that city. A Winnipeg jobber announced an advance to $5.75 on his Japanese white beans this week. A local broker stated this week that "Eastern jobbers are paying more in car lots than some retailers are paying in the West for sacks." Split peas continue high in the primary market, and are bringing around $7 per sack locally. Whole peas can be bought $3.60-4.00 per bushel.

Beans—		
Japanese, white beans, bushel	5 30	5 75
Manchurian, bushel	5 25	5 50
California Lima Beans—		
80-lb. sacks	0 09½	0 09¾
Barley—		
Pot, per sack, 98 lbs.	4 60	4 70
Pearl, per sack, 98 lbs.	6 60	6 65
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	3 60	4 00

Tomatoes 3's cost $4.50 *Last Year Were* $1.90-$2.05

CANNED GOODS.—Most jobbers are agreed that the consumer demand has fallen off on a number of lines, especially tomatoes. The price they are offered at in the retail stores varies from 20c to 23c, whereas last year at this time they were selling two for a quarter. It is understood that a number of Winnipeg wholesalers are carrying fair quantities of old stock on which they are getting good prices.

VINEGAR.—A local manufacturer states that while the price of vinegar is very low just now, the Government has recently taken over a large Ontario plant, and that unless the supply of spirit improves, vinegar is bound to go up. The market here is said to be 10c lower than Toronto. The trade in vinegar, as in other food products, is running to containers, and difficulty getting these is sending the price up.

Scarcity of Raw Pickles Sends Market Up

PICKLES.—The Dyson Co., Winnipeg, who have recently announced a number of advances, advise as follows: "Pickles continue difficult to obtain. While trade during the holiday season is usually quiet, it has been very active this year, as evidently the merchant is realizing that there will be a scarcity before the year is out. What has been happening in the United States will happen here—lines will be withdrawn from the market. The failure of the Ontario crop as well as in the Eastern States, has caused everybody to go into the Chicago market, and raw pickles are to-day higher than they ever were before. The local growth only lasts a month, when local manufacturers have then to go into the Chicago market. This is making prices very high there. Apart from that, containers are difficult to get."

Potatoes Advancing; Local Cabbage $4.10 *Cwt.*

Winnipeg

FRUIT AND VEGETABLES.—There is a marked tendency upward of potatoes. Manitoba potatoes in 10-bushel lots have advanced 20c to $1.20 per bushel, and car lots have gone up to $1. Artichokes are off the market, and will be until the fall. Onions have advanced to $4 per cwt. on account of shortage. Cabbage is getting much scarcer, and had taken another jump, this week being quoted $4.10 per cwt. This is for local stuff, which has been kept off the market by the extreme cold. A little warmer weather will likely bring the market down. Business generally in fruits and vegetables is quiet.

Brussels sprouts, lb.	....	0 25
Manitoba potatoes, 10-bushel lots	....	1 20
Manitoba potatoes, carlots, bush., f.o.b. Winnipeg	....	1 00
Celery, Cal., doz.	....	1 50
Carrots, bushel	....	0 75
Turnips, bushel	....	0 60
Onions, per cwt.	....	4 00
Cabbage, per cwt.	....	4 10
Cauliflower, Cal., case	5 00	5 00
Head lettuce, Cal., crate	....	4 75
Head lettuce, Florida, hamper 3 doz.	....	5 50
Imported mushrooms	....	0 90
Sweet potatoes, hamper	....	5 00
Tomatoes, Florida, basket	....	1 50
Fruits—		
Oranges, navels, case	....	3 00
Oranges, Florida, box	....	3 00
Lemons	....	5 00
Grape fruit	....	4 50
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	5 50	6 00
Ontario apples, No. 3	....	4 50
Ionathans, Washington, box	1 75	2 25
Wine Saps, box	....	2 00
Rome Beauties, box	....	2 00
B.C. McIntosh Reds, No. 1	....	2 25
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 00
Pears, D'Anjou, box	....	4 50
Strawberries, box	....	0 60
Bananas, lb.	....	0 05½

Whitefish up to 10c; *Poultry Market Quiet*

Winnipeg

FISH AND POULTRY.—An advance took place last week in the price of whitefish, which is now quoted at 10c, this line being somewhat scarce; there is plenty of whitefish, but difficulty is experienced getting it into Winnipeg. Apart from this line, most fish seems to be fairly plentiful, and these prices are likely to be maintained for some time. There is little activity in the market for poultry, and little arriving from the country. The following prices are asked by one house for dressed poultry: Chickens, 26-27c; fowl, 21-22c; turkeys, 34c.

Oysters, Imperial gallon	3 00
Whitefish	0 10
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17
Sea herring	0 07½

FLOUR AND CEREALS

Flour Still Weak; Market Uncertain

Montreal

FLOUR AND FEEDS.—A decline of 40c per barrel went into effect in the flour market early this week, and there were small hopes held out for greater firmness, though prophets were reluctant to let their voices be heard on the markets of Montreal. Amongst reasons adduced for the decline were transportation troubles, the embargoes upon railroad shipments having caused reluctance in purchasing activity, and export trade having been dull for a time. Wheat has been scarce in Montreal owing to railway difficulties, and spot wheat has been able to command a heavy premium over Winnipeg prices. Winter wheat flour has been in dull market, with prices practically only nominal owing to the small number of transactions noted. As regards feeds, the situation is one of unparalleled firmness still, and millers are insisting on the buyers of feeds taking large proportions of flour in every carload, while prices of feeds are relentlessly firm. Oats are again up in price in Montreal, being now 74c a bushel.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 60	9 80
Second patents	9 10	8 90
Strong bakers	8 90	8 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
990 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	36 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel	....	0 74

Cereals Keep in Uneventful Market

Montreal

CEREALS.—The market for cereals partaking of the characteristics of the wheat and flour market is rather quiet just at present. In spite of a threatened shortage of corn, cornmeal is not quoted higher this week. In spite of a threatened shortage of corn, cornmeal is not quoted higher this week, and though oats are higher-priced, the prices of oatmeal and rolled oats remain as quoted last week. Transportation trouble has affected cereal shipments as with other merchandise to some extent this week.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	5 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 30
Cornmeal, yellow, 98 lbs.	....	3 40
Graham flour, 98 lbs.	....	3 40
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 25
Oatmeal, granulated, 98 lbs.	....	4 25
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	....	3 95
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 65
Wheatlets, 98 lbs.	....	4 80

Flour Declined 40c Barrel During Week

Weakness in Wheat Market Sent Prices Down—Demand for Flour Reported Better in Some Quarters

Toronto

FLOUR.—A decline of 40c per barrel in the price of Manitoba flour was registered during the week, which now makes the price of first patents $9.50 in car lots and $9.70 in small lots. From Wednesday of last week to Tuesday of the present week there was a net decline in cash wheat of 8⅜c per bushel. On the former date the closing price at Winnipeg for the spot cash wheat was $1.79 per bushel, while on Tuesday of the present week the closing price was $1.70 per bushel. On Saturday of last week the price went to $1.68¾, and on Monday at the close it was at exactly the same figure. On Monday the mills sent the price down 40c per barrel in the face of the condition in the wheat market. Demand for flour is reported slightly better in some quarters, but the business is mostly of a hand-to-mouth nature. The wheat market is in an uncertain condition, the situation depending largely on the ability of exporters to get ships to carry the grain across. This seems largely the cause of the recent decline in wheat. Ontario winter wheat flour registered a decline of 30c per barrel during the week in sympathy with Manitoba flour. Business in this flour is comparatively light.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 80	9 00
Ontario Winter Wheat Flour—		
High ptfents	8 60	8 80
Second patents	8 20	8 40

Graham and Whole Wheat Flour Down

Toronto

CEREALS.—A decline of 20c per bag was recorded in the price of Graham flour and whole wheat flour. Wheatlets also registered a like decline. These decreases were made in sympathy with the lower price for Manitoba and Ontario flours. Graham flour is now quoted at $4.45 to $4.55 per 98-lb. sack, and whole wheat flour at the same prices as Graham. Wheatlets are quoted at $4.75 and $4.85 per 98-lb. sack. Prices for other cereals held steady during the week. Demand is fair.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 00	5 25
Beans, prime	6 50	7 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	3 10	3 40
Cornmeal, yellow, 98 lbs.	3 05	3 15
Graham flour, 98 lbs.	4 45	4 55
Hominy, granulated, 98 lbs.	3 10	3 40
Hominy, pearl, 98 lbs.	2 90	3 15
Oatmeal, standard, 98 lbs.	3 85	4 10
Oatmeal, granulated, 98 lbs.	3 85	4 10
Peas, Canadian, boiling, bush.	....	3 25
Rolled oats, 90-lb. bags	3 50	3 70
Rolled wheat, 100-lb. bbls.	....	6 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	4 45	4 55
Wheatlets, 98 lbs.	4 75	4 85

Feed Oats Are Down 1c; Other Feeds Firm

Toronto

FEEDS.—A decline of 10c per bushel was recorded in the price of Ontario oats during the week, now making the selling price 63c to 65c per bushel. Feeds continue in great scarcity, and prices are firm in consequence. There is a continued big demand, with more interest being manifested in bran.

	Car lots ton	Small lots ton
Mill Feeds—		
Bran	33 00	35 00
Shorts	38 00	40 00
Feed flour	50 00	62 00
Ontario oats, outside points	0 63	0 65

Decline in Wheat and Flour Rolled Oats Down 2.80-3.00

Winnipeg

FLOUR AND CEREALS.—Flour declined again this week following the decline of last week and the price is now $9.00 for first patents. Millers report the domestic flour business quiet, and are still troubled to some extent getting orders moved on account of the railway embargo. Some millers are asking 3.00 for bulk rolled oats, and some are asking 2.80. This is a decline, as rolled oats were firm some weeks ago at 3.20; the demand has eased off lately. Feeds are still firm, with heavy eastern demand. Most of the mills have the necessary feed to meet this demand, but owing to the lack of equipment are unable to get the stuff moved. The railways have, however, assured millers that they may expect relief at an early date.

Flour—		
Best patents	....	9 00
Bakers	....	8 30
Clears	....	7 60
XXXX	....	6 60
Cereals—		
Rolled oats, 80 lbs.	2 80	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 60
Oatmeal, 98's	....	4 00
Feeds—		
Bran, per ton	....	28 00
Shorts, ton	....	30 00
Middlings, ton	....	30 00
Mixed chop, ton	....	42 00

Bread, Buns and Rolls

are always light, fluffy and of a fine flavor when made with

Rainbow Flour

—the flour that represents the acme of quality—the flour that's Tillson's (Quality, then Price).

Feature Rainbow Flour (for bread) Gold Seal Flour (for pastry)—the two favorites of the good housewife.

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LIMITED
TORONTO - CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

PRODUCE AND PROVISIONS

Dressed Hogs Again Advance In Price

Montreal—

PROVISIONS.—Twenty-one dollars a hundred pounds ($21.00), and the market exceedingly firm, is the story of dressed hogs in Montreal during the present week. The condition of firmness as regards hogs has so far not affected the hog products, but there may be an increase very soon if things continue as they are going. Live hogs are steadily firm at $15 per hundred pounds, and would be higher if the quality of the offerings was better. Very unfinished goods are being delivered in Montreal at present, the price of feeds making farmers reluctant to build up their pork products on the hoof. Instead, they hurry them to market in poor shape for the most part. But the supplies are insufficient for demand as at present, even though the hogs are not of the best quality as regards finish. Prices of hog products remain as quoted last week, and are given below.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 28	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb	0 37	0 38
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders o,rast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 60 lbs.	0 21¾	0 22
Pails	0 22	0 22¼
Bricks, 1 lb., per lb.	0 23	0 23¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17½	0 17¾
Pails, 20 lbs., per lb.	0 18¼	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18¾

Poultry Prices Rather Higher For This Week

Montreal—

POULTRY.—Very little live poultry, if any at all, is arriving on the market at present. The weather has been so cold that shipping has been at a standstill. Dealers report that the stock of poultry held in cold storage is not as large as it was this time last year, and although prices are shaded higher, they anticipate a very good demand. All lines of food products are so high in price at present that poultry is a cheap food at to-day's quotations. Some export orders for chickens came in to Montreal and were filled. This is about the only event outside of the usual market routine for the week. Prices, as will be noted, are shaded rather higher than last week's quotations.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb..	0 25	0 30
Old roosters	....	0 20
Roasting chickens	0 25	0 27
Broilers	0 50	0 50
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Storage Eggs Short; West Comes to Rescue

Montreal—

EGGS.—The market for storage eggs is pretty well cleaned up now. Some dealers have enough for a week or ten days, but after that it is going to be difficult to secure supplies. Fortunately a few cars of storage eggs have been shipped in from Calgary, though these will not last very long. It is reported that there are several cars of Chinese eggs on their way East, but it is not likely that they will be sold in Montreal, as the United States market is steady, and by selling in the States the vendors will save the duty, which now runs about 6c per dozen. Canadian new-laids are a little more plentiful. A few lots of new-laid have been imported from Chicago, but the quality of these early arrivals is not very satisfactory yet. Only 677 cases of eggs reached Montreal for the week ending January 27th, as compared with 4,754 cases for the same period last year. This contrasts curiously with the figures as regards butter.

Eggs—		
New laid	0 55	0 60
Selects	0 44	0 45
No. 1	0 42	0 43

More Activity in the Market for Butter

Montreal

BUTTER.—Fresh-made butter is now practically off the market, which is, however, showing rather more activity than was apparent last week. With the brisker demand, and increased range of transactions, the stocks of butter in storage seem still more slender, but the prospects are that they will hold out sufficiently well until spring. Production was better during the past year, and there are still fair quantities of butter arriving in Montreal, the records showing that 1,314 boxes were received for the week ending January 27th, as compared with only 676 boxes for the corresponding period last year. This is in rather striking contrast to the condition as regards eggs in the same respect of arrivals in Montreal.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Little Canadian Cheese Left Now in Storage

Montreal

CHEESE.—Stocks of Canadian cheese in Montreal have been running lower of late, and are now very low indeed. With the smaller compass showing, some merchants in a large way of business, and doing export trade, are quoting prices at fully a cent per pound higher than those quoted below, which are, however, still being quoted by other merchants in cheese. The market looks decidedly firm. Owing to the shortage of Canadian cheese, considerable operators are operating now in American cheese, though only with the greatest difficulty owing to the limited number of cars available and limited space in cars to convey the produce. The congested state of the railroads is, in fact, playing havoc with all kinds of business at present. Figures showing arrivals of cheese in Montreal for the week ending January 27th are 2,020 boxes, as compared with 1,040 boxes for the corresponding period last year.

Cheese—		
Large, per lb.	0 25	0 25½
New, twins, per lb.	0 25½	0 26
Triplets, per lb.	....	0 26
Stilton, per lb.	....	0 28
Fancy old cheese, per lb.	....	0 28

Honey Stocks Lower Prices Rule Higher

Montreal

HONEY.—There has been a stronger demand for honey during the past week in Montreal, and reports are now of higher prices and smaller stocks. Evidently the drain on Quebec honey stocks of the Ontario demand has been heavier than had been anticipated at earlier stages of the business, and those with honey to sell are asking more for the product. Wintry weather and other stimulating causes have briskened up demand lately in Montreal and district, also current prices are as under:

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10½
Buckwheat, 60-lb. tins, per lb.	0 09¾	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11½	0 12
Comb, per section	0 15	0 16

Higher Prices For Meats; Hogs Easier

High Prices for Hogs Brought Fairly Good Run and Prices Were 15c Down —Better Demand for Lard.

Toronto

PROVISIONS.—High prices for hogs brought a fairly good run to the market during the week and live hogs were quoted 15c to 25c down. Dressed hogs on the other hand were quoted $1 to $1.25 higher, and are now selling at $19.50 to $20 per hundred. Dealers anticipate that the supply will again grow less as the approach of spring comes and that a corresponding firmness will be inevitable. In consequence of the firm market for hogs the prices of meats have been advanced during the week. Plain backs are quoted 1c up, bacon is also quoted 1c up and dry salt meats are 1¼c up. Lard is holding steady in price with a better demand developing for future delivery. Some of the large dealers are not quoting prices for delivery beyond the middle of February as they anticipate higher prices.

Hams—		
Medium, per lb.	0 25	0 25½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 28	0 29
Boneless, per lb.	0 30	0 32
Bacon—		
Breakfast, per lb.	0 26	0 26½
Roll, per lb.	0 21	0 21¼
Wiltshire bacon, per lb.	0 23	0 25½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19	0 19½
Long clear bacon, smal lots	0 20	0 20½
Fat backs, lb.	0 20	0 21
Cooked Meats—		
Ham, boiled, per lb.	0 35	0 37
Hams, roast, per lb.	0 35	0 37
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
Lard—		
Pure tierces, 400 lbs., per lb.	0 21	0 21½
Compound, tierces, 400 lbs., per lb.	0 16¾	0 17¼
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	19 50	20 00
Live, off cars	....	14 10
Live, fed and watered	....	13 75
Live, f.o.b.	....	13 25

Butter Continues in Inclining Weak Market

Toronto

BUTTER.—There is a continued weakness in the price of butter. Heavier consumption has not yet begun and until it does there will be an easy tone to the market. There are fairly good supplies of dairy butter arriving as production apparently is somewhat better at country points. Creamery prints in the choice grade have been graded downward while bakers' butter has also been in weaker tone.

Creamery prints, fresh made	0 43	0 45
Creamery solids	0 42	0 43
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 33	0 34

Deliveries of New Laid Eggs Increasing

Toronto

EGGS.—There have been heavier deliveries of new laid eggs during the week but there are still insufficient supplies of these to come anywhere near meeting the demand. Storage eggs are becoming a much scarcer article and prices for these have a tendency to grade up more nearly to the level of the new laids. There are comparatively few storage eggs being brought from the Chicago district on account of the high price prevailing there. Consumption of eggs is still slow and this is keeping the market in an easy tone. With a period of mild weather there would be heavier production of the new-laids. Prices for select storage have been quoted 1c to 2c higher during the week.

Eggs—		
New laid, cartons	0 50	0 55
No. 1 storage, ex-cartons	0 43	0 44
Selects, extra	0 44	0 46

Continued Heavy Call For Export Cheese

Toronto

CHEESE.—There has been an exceptionally heavy demand for cheese for export during the week. Insistent inquiry for the markets in the Old Land have sent prices up 1c per pound. There is considerable being sold for export but space in the ocean carriers is limited and this is operatng to make the outlet slower for cheese than the demand really warrants. Locally the demand for cheese is light in the face of the high prices.

Cheese—	Per lb.	
New, large	0 26	0 27

Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.

Big Demand For Fat Chickens and Hens

Toronto

POULTRY.—There has been a good demand for well-fatted chickens and hens during the week and for extra nice birds a premium is being paid by some of the dealers. For other poultry lines the demand is somewhat slow. The supplies arriving are light. There are very few turkeys reaching the market at present, most of those now being placed on sale are from cold storage.

	Live	Dressed
Spring chickens	0 16	0 17
Spring chickens, crate-fatted	0 18	0 20
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 25
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

Buckwheat Honey is in Firmer Market

Toronto

HONEY.—In some quarters buckwheat honey is reported in much firmer tone with prices quoted up as high as 11c per pound. This is considered an unusually high price for this commodity. But then there are few items in the whole range of commodities that have not established new records. White honey held in a steady market with available stocks being still further depleted.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 09	0 11

Hogs Tend Downward; Long Clear Bacon 17½c

Winnipeg

PRODUCE AND PROVISIONS.—There was quite an increase in the run of live hogs last week, with a slight undertone to the market. Hogs declined from 13.35 to 13.00, and 12.75 was bid, but no business resulted at this figure. A little easier situation is looked for during the next week or two; this will be brought about by an easier feeling at Chicago and other markets. Provisions remain the same, except for an advance on long clear to 17½c. Lard is unchanged. Prices of eggs are firm, and if the prevailing cold weather continues for any length of time there will be still higher prices. The demand for cheese has been good during the past week, one reason for this being that storekeepers are becoming cleaned up on their early purchases, and are now seeking fresh stocks.

Hams—		
Hams—		
Light, .bl	0 26	0 28
Medium, per lb.	....	0 25
Large, per lb.	....	0 23
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.	....	0 28
Backs, regular	0 24	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 17½
Barrelled Pork—		
Mess pork, bbl.	....	32 00
Lard, Pure—		
Tierces	....	0 20½
20s	....	4 12
Cases, 5s	....	12 90
Cases, 3s	....	13 05
Lard, Compound—		
Tierces	....	0 16¼
Tubs, 50s, net	....	8 25
Pails, 20s, net	....	3 37
Butter—		
Fresh made creamery, No. 1, cartons	....	0 42
Best dairy	....	0 38
Fresh Eggs—		
New laids	0 45	0 50
Extras, in cartons	....	0 43
No. 1, candled	....	0 38
Cheese—		
Ontario, large	....	0 26

ISLE OF PINES GRAPEFRUIT EARLY

Of all the grapefruit producing sections, the Isle of Pines, which lies to the south of the Island of Cuba, has the advantage of early production. The shipments begin in July and reach their maximum in September and October, just when the first Florida and California fruit is beginning to appear on the market.

Fred Archibald, of the Donald H. Bain Co., Winnipeg, who was out of the city last week, has returned, having been on a business trip east.

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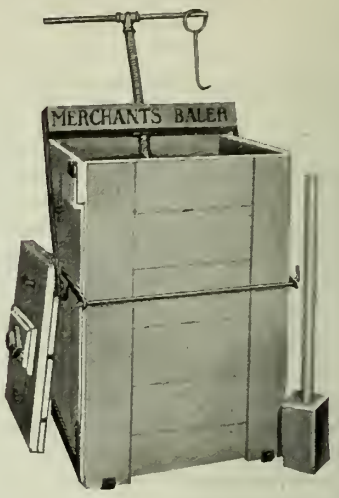

No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

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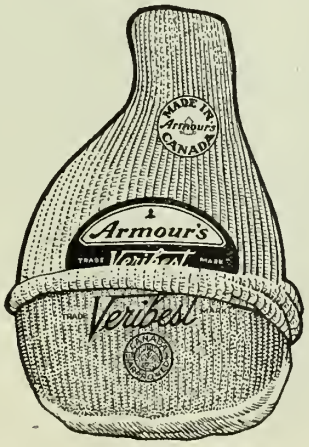
TRADE MARK

Ham, Bacon, Lard, Butter, Eggs, Canned Meats, Fish, Soups and Armour's Grape Juice.

A big collection of store signs and advertising material is at your service. Ask the Armour Salesman or write us direct.

ARMOUR AND COMPANY
Hamilton - Ontario - Canada



HONEY

A HIGHLY NUTRITIOUS AND PALATABLE FOOD

The food value of honey is not sufficiently realized either by the consumer or the retailer who sells it. A writer in a paper recently referred to it as follows:

"Honey is easily digested, and goes direct into the blood vessels without leaving deleterious residues in the intestines, so that a spoonful of honey means a spoonful of food. It contains grape sugar, fruit sugar, and cane sugar (all differ chemically), water, fat, albumin, and some other substances, and its use cannot be substituted by grocers' sugar. It is a good food to take at breakfast time, being sustaining, warmth giving, and aiding in the digestion of other foods taken. Eaten with bread it is very palatable, and is also better than molasses with porridge."

GUARANTEED PURE.

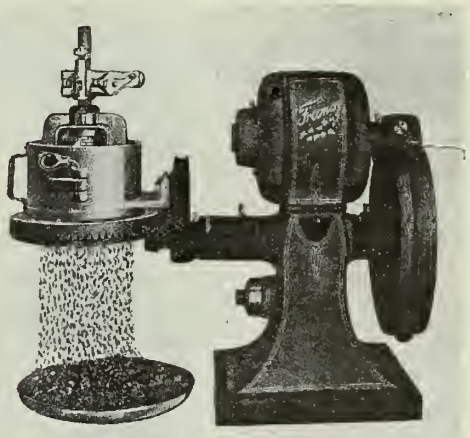
Put up in Tins, 60 pounds. In Glass Jars, 1 pound.
" " 10 " " " ¾ "
" " 5 " " " ½ "
Also in the Comb.

FOR SALE BY

F. W. FEARMAN CO., Limited
Hamilton, Canada

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional $5.00 or $10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Top Glass Jars 16 oz. glass 2 doz. case. Per doz.

Apricot	$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 55
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, ½ doz. in case	4 15
20 lb. tins, ¼ doz. in case	4 05
Perfect seal glass jars in the case	3 15

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	
Family, Plain,	doz.;
Family, Tomato Sauce,	doz.;
Family, Chili Sauce,	doz.;
3's Plain, Flats, Aylmer only,	doz.;
2's, Tomato Sauce, Flats, Aylmer only,	doz.;
3's, Chill Sauce, Flats, Aylmer only,	doz.;
3's, Plain, Tall,	doz.;
2's, Tomato Sauce,	doz.;
3's, Chili Sauce,	doz.
The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.),	doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
5's Tin, 8 pails in crate, per pail	0 69
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12½
30's Tin or Wood, one pail only, per lb.	0 12½

BLUE

Keen's Oxford, per lb.	
In 10-lb. lots or case	

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case.	5 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb boxes, per lb.	0 31
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

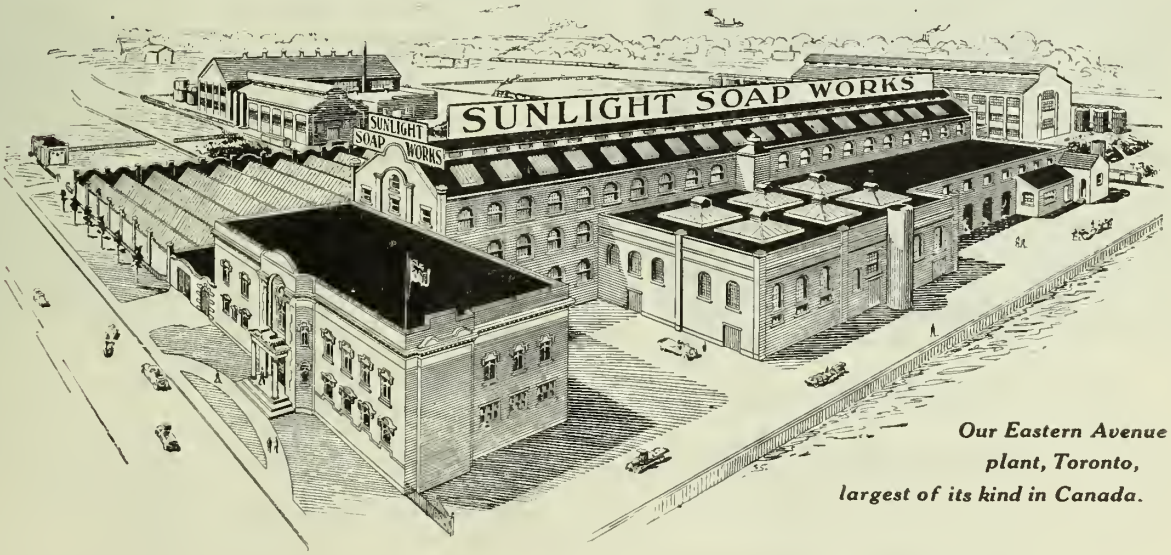
Reputation—Quality—and a Guarantee

Lever Brothers Limited, and their associated companies in various countries are the largest manufacturers of soaps in the world—by far.

The name Lever on soap has always stood for purity, quality, fair dealing, big advertising, progressive methods. Yet when we say that Sunlight Soap is absolutely pure and has no fillers or adulterants—nothing that isn't real soap, we do not ask anyone to take our unsupported word for it.

Money talks. Therefore we offer a Guarantee of $5,000 to anyone who can show, under competent analysis, that Sunlight Soap is not what we say it is. The public knows Sunlight Soap. You know it. Our $5,000 challenge of Purity has never been taken up.

LEVER BROTHERS LIMITED, Eastern Avenue, TORONTO



Our Eastern Avenue plant, Toronto, largest of its kind in Canada.

If interested, tear out this page and keep with letters to be answered.

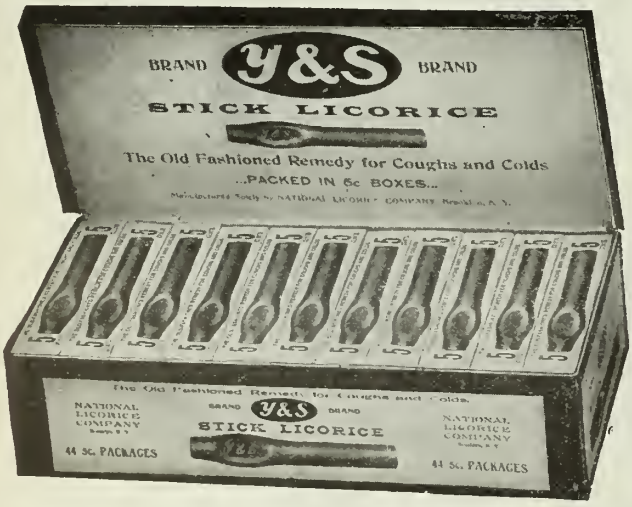
Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

The best value in Rice being offered on Canadian markets today.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., per lb.	0 38
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 20
Reindeer Brand, each 48 cans	6 95
Silver Cow, each 48 cans	6 40
Gold Seal, Purity, each 48 Cans	6 25
Mayflower Brand, each 48 Cans	6 25
Challenge, Clover Brand, each 48 cans	5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 00
Jersey Brand, Hotel, each 24 cans	5 00
Peerless Brand, Hotel, each 24 cans	5 00
St. Charles Brand, Tall, each 48 cans	5 10
Jersey Brand, Tall, each 48 cans	5 10
Peerless Brand, Tall, each, 48 cans	5 10
St. Charles Brand, Family, each 48 cans	4 50
Jersey Brand, Family, each, 48 cans	4 50
Peerless Brand, Family, each 48 cans	4 50
St. Charles Brand, small, each 48 cans	2 25
Jersey Brand, small, each 48 cans	2 25
Peerless Brand, small, each, 48 cans	2 25

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$5 00
Reindeer Brand, "Small," each 48 cans	5 70
Regal Brand, each 24 cans.	4 70
COCOA, Reindeer Brand, each 24 cans	5 00

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.50; 2s, $7.50; 6s, $25; 14s, $60.

Roast Beef, ½s, $2; 1s, $3.25; 2s $7.25; 6s, $22.

Boiled Beef, 1s, $3.25; 2s, $7.25; 6s, $22.

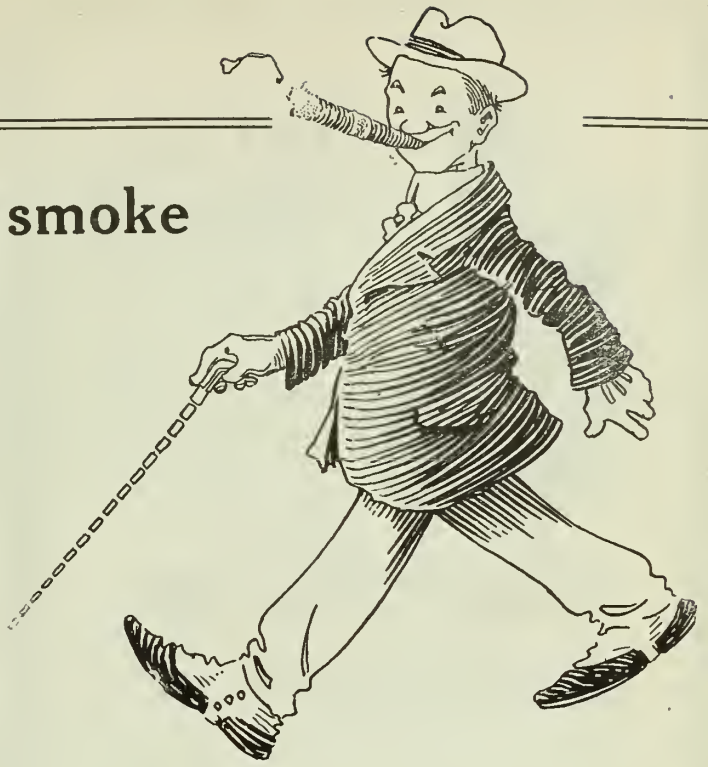
Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50; 6s, $21.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s, $3.35; 2s, $6.25.

If any advertisement interests you, tear it out now and place with letters to be answered.

A big, cool, satisfying smoke



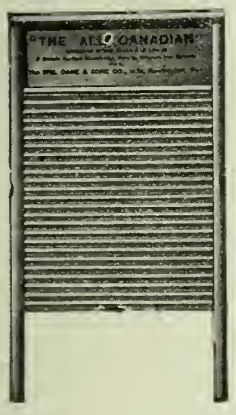
YOU can see the twinkle of satisfaction in the eye of the man smoking an ORLANDO INVINCIBLE CIGAR. He recognizes in it a wonderful three-for-a quarter value, a value that brings him back again, and puts big money in the Orlando dealer's cash drawer.

ARE you profiting through Orlando popularity? Other grocers are. Why not get a share of the profitable demand for the Orlando (Invincible) Cigar?

Display them now.

W. R. Webster and Co., Ltd., Sherbrooke, Que.

The New All-Canadian, All Wooden Washboard—*A serviceable, long-wearing washboard retailing at 20c.*



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.

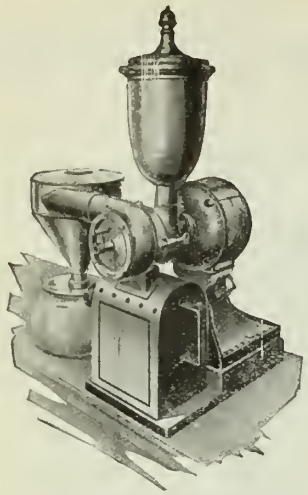
Havana Ribbon
5c Cigars

The easiest commodity a grocer can handle. Good profit. Cash sales.

Send *To-day* to your Wholesale or direct for a sample order of this Quality cigar at $36.00 per 1000.

MANNESS & BINGHAM
LIMITED
Manufacturers
London, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.



Sell more coffee—this mill will do it for you

Put your coffee sales on a sound, profit-paying basis, giving your customers unstinted satisfaction by serving them from a

Hobart Coffee Mill

The Hobart grinds quickly and easily without a trace of chaff. It is easily operated and the time saving it accomplishes is not the least of its advantages.

We have an easy payment plan that is sure to interest you. Drop us a card now, and ask us to send you full particulars.

The Hobart Mfg. Co.

149 Church St., Toronto

Prices for MOLASSES will again be high this year

It is therefore very important that you should insist on buying the brand which you can absolutely rely upon.

Da Costa's
Barbados Extra Fancy Molasses

Absolutely pure, of highest quality and delightful flavor.

Be certain to specify "DA COSTA" on all your orders.

The price is no higher than for other brands.

Agents:

West India Company, Ltd.

Coristine Building, Montreal

Cambridge Sausage, 1s, $3.00; 2s, $5.50.
Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.
Lambs' Tongues, ½s.
Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.
Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.
Tongue, Ham and Veal Pate, ½s, $1.50.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, ...
Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.
Ox Tongues, Glass, 1½s, $12; 2s, $14.
Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.
In Glass, 1s, $2.20.
Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 20c.
Clark's Peanut Butter—Pails 24 lbs., 20c per lb.
Clark's Tomato Ketchup, 16 oz., $3; 1 gal. jars, ...; 5 gal. jars, ... per gal.
Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2. Individuals, 80c doz.
Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45. Individuals, 90c doz.
Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45. Individuals, 90c doz.
Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.
Clark's Chateau Chicken Soup, $1.25.
Clark's Chateau Concentrated Soups, $1.15.
Clark's Chateau Concentrated Soups, No. 1 assorted, $1.15.
Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces $0 14½
Pails 2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¾c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ½c over tierces; half-barrels, ½c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAFORTE, MARTIN, LIMITED Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune ...	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	2 50
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90
List Price	

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval litho. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c.	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
Cinnamon whole, 5c. pkgs., window front, 45c.	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	4

If any advertisement interests you, tear it out now and place with letters to be answered.

CELERY

very scarce

We were fortunate in getting

Car Florida Celery

Fine Quality. Well Bleached. Good Sizes.

Due to arrive this week.

HUGH WALKER & SON

GUELPH, ONT.

HOUSE OF QUALITY **Established 1861**

Fresh, Ripe Florida Tomatoes

First car ready for delivery Monday morning.

480 CRATES

Also car

Florida Celery, Cauliflower, etc.

Also car

New Florida Cabbage

Order Early

WHITE & CO., LIMITED

Wholesale Fancy Fruits and Vegetables

TORONTO

Branch at Hamilton

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples, Bananas, Citrus Fruits, Cranberries, etc.

25 CHURCH ST. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

The Finest English Wheatmeal, Fresh Dairy Butter and Pure Milk only

are used in the manufacture of

McVitie & Price's

DIGESTIVE BISCUITS

The "Premier Biscuit of Britain"

Available supplies at the following points:

Halifax, C. E. Choat & Co.
Montreal, McVitie & Price, of Canada, Limited
Manitoba, Richards & Brown, Limited
Saskatchewan & Alberta, The Campbell, Wilson Co., & Branches
Br. Columbia, Kelly, Douglas & Co., Limited

"Lively Polly" always pleases

The satisfactory service that LIVELY POLLY DRY SOAP gives is your surest guarantee of unstinted customer approval. The housewife is quick to appreciate the wonderful advantages of this dependable Soap Powder. She finds it to be the cheapest and best medium for washing clothes, dishes, glass, earthenware, paint, floors, etc., besides cleansing and disinfecting drains and closets.

Put "Lively Polly" before your customers to-day. Tell them about its unusual dependability. Results will repay you.

J. HARGREAVES AND SONS
LIVERPOOL, ENGLAND
Canadian Agents:
McLellan Import Co., 301 Read Bldg., Montreal

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Tell every customer this—

"Here is your chance to do something practical for your friends at the Front. It means a lot to the men in the trenches. They will enjoy the change from service rations — in fact they are writing home every day expressing their delight at receiving Pascall's Chocolates and Candies."

Tell them that—and you will get the order.

Forward it to our agents and the parcel will be sent from England. If you are not already running this Scheme, send to our representative for circulars and full particulars.

For Canadians
In the Fighting Line

Messrs. James Pascall, Ltd., the Manufacturers, have made special arrangements to send direct to Canadians serving at the Front

Special Parcels of Candies

on which they will pay the postage without any extra charge. The following are suitable for posting and every article is handy for the pocket.

SPECIAL $1.25 PARCEL contains:

Solid Block of Vanilla Chocolate. Large Tin each of Acid Drops, Mint Bulls' Eyes, British Toffee and Pine Lozenges.

SPECIAL $2.25 PARCEL contains;

Solid Blocks of Milk and Vanilla Chocolate, Large Tin each of Acid Drops, Mixed Fruit Drops, British Toffee, Broadway Toffee. Also Pine Lozenges and Freshettes.

Ask to see them at the Store. **Pascall's pays the Postage.**

PASCALL'S London, Eng.

REPRESENTATIVES FOR CANADA:

Angevine & McLaughlin, St. John, N.B., and Truro, N.S.; W. H. Escott Co., Ltd., 181-183 Bannatyne Avenue, Winnipeg; The Harry Horne Co., Ltd., 309-311 King St. West, Toronto; P. E. Outerbridge, 180 Water St., St. John's, Newfoundland.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent. Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contraetions count as one word, but five figures (as $1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

FOR SALE—WELL ESTABLISHED GROcery—two railroads, boat trade and connections on St. Clair River. Stock and goodwill about $800. Courtright, Ontario. Box 209, Canadian Grocer, Toronto.

GROCERY BUSINESS — ESTABLISHED for past 27 years, situated corner King and Princess Streets, one block from one of the finest markets in Ontario, consisting of two brick stores with two dwellings three stories, shed, drivehouse and stable Owner giving up business. For further information apply to L. W. Murphy, cor. King and Princess Sts., Kingston, Ont.

WANTED

MANUFACTURER OF STAPLE SPECIALty, stocked by all hardware and grocery dealers, east of Sudbury, Ont., wishes to connect with capable salesmau covering territory from above point west to coast, to haudle goods as side line. Address L. M. Co., Lennoxville, Que.

OPEN TO REPRESENT THREE MANUfacturers of groceries, etc., iu Montreal, on commission. First class references. Correspondence solicited. Eugene Hogue, 2346 C-Colomb, Montreal.

WANTED—PRACTICAL MAN FOR THE manufacturing of flavoring extracts and other food products, by an established manufacturing concern, one with knowledge of chemistry preferred. State experience, references, and salary expected. Box 212, Canadian Grocer.

POSITION WANTED BY YOUNG MAN — experienced as general store manager. Will accept position in grocery, boots and shoes, or hardware establishments. Apply Box 213, Canadian Grocer, Toronto.

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers. If so, send for our new catalogue J Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

OAKEY'S KNIFE WELLINGTON POLISH
JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Jenkins & Hardy
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

PORT ARTHUR, ONT. MONTREAL
Fish—Salted Lake Herring
in Kegs or Pails. Ask for prices.
J. BOWMAN & CO.
(Note new address)
66 Jarvis St. Toronto

We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods
Canadian Distributors of
"WASHCLEAN"
Gold Medal Labor Saver for
Washing Clothes Without Rubbing
(2,000,000 users
Direct Supply Association
509 Belmont House Victoria, B.C.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.
COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

Coffee, Its History, Classification and Description
By Joseph M. Walsh
This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:
Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.
This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
$2.00
It Will Pay You to Send at Once.
MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

BEGIN NOW

TO SAVE MONEY FOR THE

NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

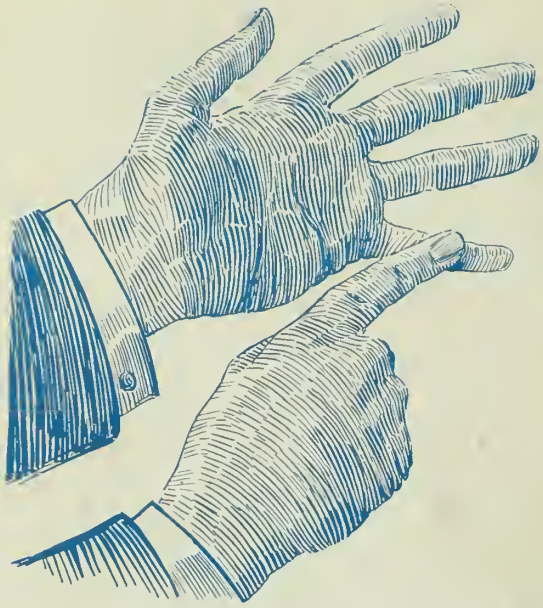
ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

5 Reasons Why You Should Stock



THE E. D. SMITH BRAND

1. QUALITY—Our E.D.S. products are 100% pure; only selected, sound, ripe fruit is used in the manufacture, together with the best of granulated sugar.

2. CONSUMER ADVERTISING—A continuous campaign carried on by us in best mediums insures fast selling. Our lines are not space-takers nor dust-collectors.

3. STYLE—Always in attractive containers with air-tight tops and the label which is being talked about.

4. PROFIT—A substantial revenue can be made on our goods, the cost of which do not exceed that of inferior quality. Large demand means volume.

5. EXPERIENCE—We are the pioneer Canadian pure jam manufacturers. The experimental stage is long past. Don't stake your reputation on unknown quantities.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

FEATURING—SELLING FISH FOR LENTEN SEASON

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, FEBRUARY 9th, 1917 No. 6

Welch's

"The National Drink"

Temperance laws and temperance sentiments give you the opportunity to increase largely your sales of Welch's and to make it an all-year-round seller. Push Welch's to the front and it will pay you well.

Made at St. Catharines, it is the pure *unfermented* juice of select Ontario Concords. Welch's is the drink for all occasions and for all the family.

"Pledge" yourself to Welch's for 1917. Every bottle is guaranteed and your patrons know and want it. You are assured of increased turnover and steady profits.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

A Slight Interruption

THE fire which damaged our factory burned up all our reserve stock of O-Cedar Polish and O-Cedar Polish Mops. Naturally this entails some delay in filling orders—and dealers may for a short time experience some difficulty in replenishing their stocks. We are, however, making every effort to overcome the handicap and hope to be making **deliveries as usual within a few weeks.**

O-Cedar Polish

(MADE IN CANADA)

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED
Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

The richest full cream

Milk from Canada's best dairies is used for Borden Milk Products.

Since first put before the Canadian consumer, Borden Milk Products have had their own distinct following. This following is continually on the increase, and the dealer who couples his selling power with these goods and our advertising campaign, makes for himself a larger clientele of satisfied customers and adds further prestige to his business.

Line up with the growing army of progressive Borden dealers.

Borden Milk Co., Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

BUY
WETHEY'S ORANGE MARMALADE

The brand that is supplanting all others in the favor of lovers of high-grade marmalade.

Packed in glass and gold tins.

Sold by

Malcolm Mosher
Halifax, N.S.

Chas. E. Macmichael & Co.
St. John, N.B.

Rose & Laflamme, Ltd.
Montreal, Que.

A. W. Huband
Ottawa, Ont.

W. G. Patrick & Co.
Toronto, Ont.

Mason & Hickey, Winnipeg, or branches at
Vancouver, Calgary, Lethbridge, Edmonton, Saskatoon, Regina and Brandon

J. H. WETHEY, LIMITED

Pure Food Preservers

ST. CATHARINES - CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

It Will Pay You to Push the Sale of Knox Gelatine

KNOX SPARKLING GELATINE pays you a good profit per package and *sells faster* than any other gelatine, so you can make your profit *often*. Women like KNOX GELATINE because it is easy to prepare in the many delicious ways our magazine advertising teaches them. It is also a big money's worth—each package makes four pints of delicious jelly, as well as desserts, salads, puddings and candies.

"Make KNOX Your Gelatine Leader"

Charles B. Knox Gelatine Co., Inc., Johnstown, N.Y.

Branch Factory: Montreal, Canada

THE WILLIAM DAVIES COMPANY LIMITED

Wholesale Dealers and Exporters of

BUTTER
EGGS
CHEESE
POULTRY

Toronto Canada

Warm Spring weather will demand quick action

The
Eureka Refrigerator
will soon pay for itself

Do not take a chance with something said to be just as good. Place your order now, and have it ready. You run no risk with the **Eureka.**

All the proven and practical ideas that years of experience have evolved are embodied in every Eureka Refrigerator.

Thousands of them are in use the world over. Write for our catalog, or if convenient, call at our showrooms.

Eureka Refrigerator Company
Limited
Offices: 27-31 Brock Ave., TORONTO

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Let Reason, Not Habit, Guide You

Just as you have every confidence in recommending Furnivall's Jams to your most particular customer, so can you push with the same degree of satisfaction the sale of our Marmalade made only from the finest selected Seville oranges and pure cane sugar.

For Quality, Purity and Fine Flavor, it is unsurpassed.

Get your stock in order now. Home-made preserves are becoming depleted these days, offering a splendid opportunity to the wide-awake grocer to increase his sales and his profits.

Furnivall Purity and Furnivall Flavor will win the approval of the most critical jam users.

Keep Furnivall's in front.

Furnivall - New, Limited

HAMILTON, CANADA

Agents:—Halifax, B. C. Woodworth, 533 Robie St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ottawa, L. T. White; Toronto, Dunn-Hortop Co.; Fort William, W. F. Elliott; Winnipeg, H. P. Pennock & Co., Ltd.; Edmonton, Alta., Central Brokerage Co.; Calgary, Jackson's, Ltd.; Hamilton, Ont., Grocers' Specialty Co.; Sydney, N.S., A. E. Shepherd.

What National Cash Registers Do.

No. 4. Free You From Detail and Worry.

The new National Cash Registers free you from detail and worry by furnishing a quick and accurate balance of each day's business.

They enable you to tell exactly how your business stands at any time for the day, week, month or year.

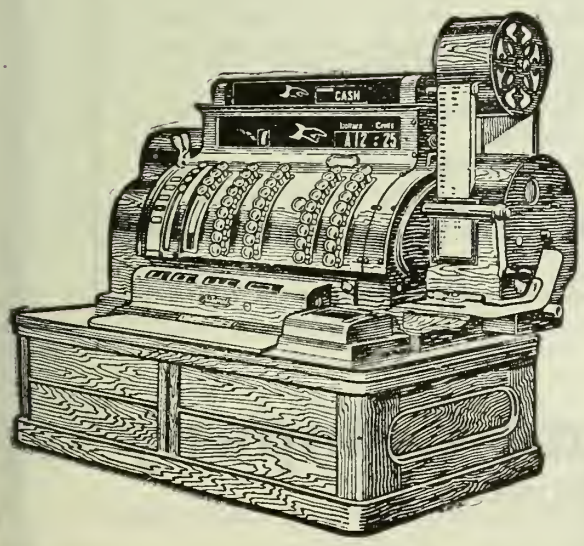
They provide an indisputable record of all money paid in and paid out. They automatically furnish each customer with an unchangeable printed receipt which shows the amount, the date, the nature of every transaction, and the initial of the clerk concerned.

They make it impossible for you to delay, or to forget the printing of this record and receipt every time you handle cash.

Classifications of your business are all made mechanically; no chance of errors in adding up long columns of figures.

They record each sale by consecutive number, enabling you to make comparisons with other sales, or with business done on other days, or to check transactions made while you are away.

Now is the time to install a machine that gives, as an incidental part of its service, this inestimable freedom from detail and worry.



The National Cash Register Company of Canada, Limited

Christie Street - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register —— years old. Principal lines of merchandise are ——

Firm name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

THE OVERSEA EXPORT COMPANY, Ltd., NORWAY

Let's talk about your Lenten Fish requirements

Large shipments have just arrived, having escaped the Blockade. Future shipments will be difficult and prices are bound to advance. You should, therefore, secure your stock for future requirements at once.

It's your initial order we want

—given that, we feel pretty certain of your further orders, for our lines sell with the snap and the vim that delight the heart of every aggressive dealer.

You see, ours are no ordinary sea foods. They are as choice and as tasty as human care and ingenuity can produce. Take, for instance, our

Norse Crown Smoked Sardines De Luxe

Norwegian Small Fat Herrings in Tomato Sauce

½ lb. Tins

Here are two exceptionally delicious lines with quality enough to captivate the taste of every customer coming into your store. Put a profit-winning punch into your fish department by getting a good stock of these delicious sellers well displayed. Your wholesaler can supply you with those and our various other brands of Sardines. Ask him. Then you will be in a splendid position to reap a fair share of fish profits during the Lenten weeks.

Stewart Menzies and Company

70 LOMBARD ST., TORONTO

CLARK'S

CONCENTRATED SOUPS

Prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home-made or imported soups.

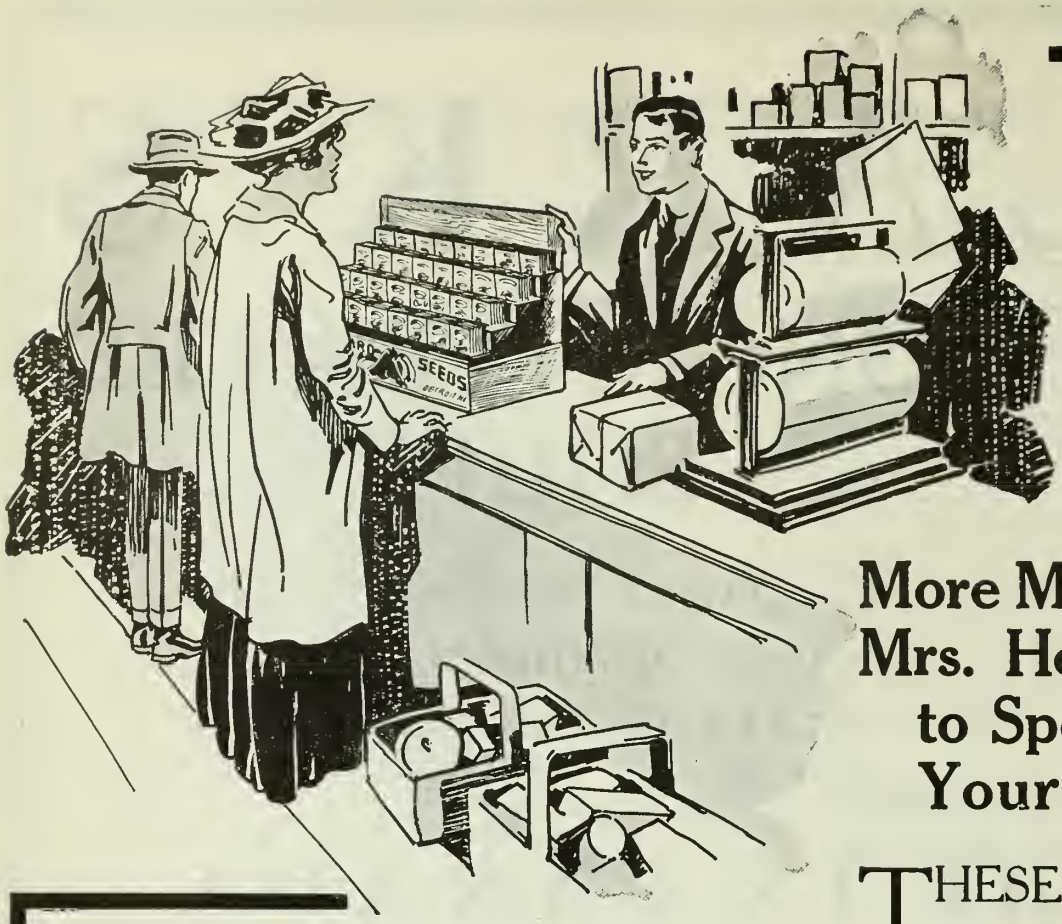
Tomato	**Chicken**
Celery	**Mock Turtle**
Pea	**Mulligatawny**
Vegetable	**Scotch Broth**

etc., etc.

Ask your jobber for prices or send us a post-card, but STOCK NOW.

W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.



More Money for Mrs. Housewife to Spend in Your Store

THESE days the average pocketbook is thin. Soaring prices lessen the purchasing value of a bank note. You can help Mrs. Housewife find more money to spend in your store if you will suggest a garden in her back yard where she can grow fresh vegetables in abundance at little cost.

Good gardens, highly productive gardens, are not accidental. Big, juicy tomatoes grow from seeds whose ancestors for many plant-generations have produced big, juicy tomatoes. Seeds have pedigree as well as cattle. Inheritance counts.

FERRY'S SEEDS

are pedigreed seeds. We have grown and known their ancestors for sixty years. Ferry's Seeds are known among successful gardeners everywhere for the very high average of successful results.

Get a Ferry's Seed display rack on your counter and enjoy the profit from your seeds sales, and help Mrs. Housewife find more money for flour, cornmeal, sugar, bacon, spices, chocolate, etc.

Write for our proposition.

D. M. FERRY & CO., Windsor, Ontario

If any advertisement interests you, tea r it out now and place with letters to be answered.

Perfection Computing Cheese Cutter

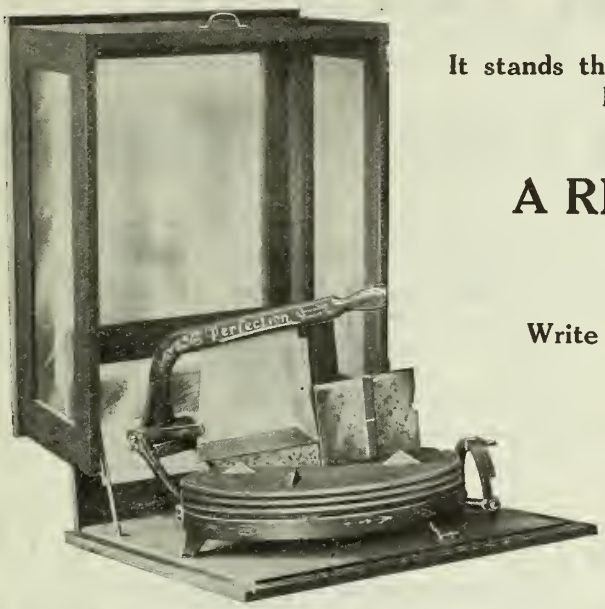
(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do.



It stands the test for durability, for it lasts a lifetime.

A REAL PROFIT SAVER

Write for Prices and Terms.

We have special combination prices with cabinets and pedestals.

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW.

S. DAVIS & SONS, LTD.

CIGAR MAKERS

MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
" New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
" La Plaza	2 for 25c, equal to most 20c cigars.
" Promoter Blunts	3 for 25c, equal to most 15c cigars.
" Perfection	3 for 25c, equal to most 15c cigars.
" Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
" Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

Have you any cars of

Apples or Potatoes

to offer? If so, communicate with the old reliable broker

FRED J. WHITE
27 and 29 Wellington E.
TORONTO ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery Brokers
Open for one or two good Canadian Agencies.
TORONTO WINNIPEG CALGARY

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:
Edmund Littler, 169 William St., Montreal, P.Q.
W. Geo. Varty, 29 Melinda St., Toronto, Ont.
W. G. Kyle, 261 Stanley St., Winnipeg, Man.
E. J. Roberts, 215 10th Ave. West, Calgary, Alta.

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
Office 310
33 Front St. E., Toronto, Ont.

If you want low quotations on

Japan Tea, Raisins or Tapioca

Write us at once

W. H. Millman & Sons
Wholesale Grocers' Brokers
TORONTO

A want ad. in this paper will bring replies from all parts of Canada.

The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.
We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen.
(Get in touch with us.)

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

WESTERN PROVINCES

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue East. Winnipeg

C.H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.
DISTRIBUTION & SERVICE
from
COAST to COAST.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
Have live men working the retail trade daily. They get the business, and can get it for you. Write us, and we will explain our system.
Trackage *Storage* *Distribution*
120 Lombard Street, WINNIPEG, MAN.

G. B. THOMPSON
Wholesale Commission Broker and Manufacturers' Agent.
We can handle a few more good lines. Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1898

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.
WINNIPEG, MAN.
Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagne Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

Mr. Merchant

See that your clerks and department heads read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

Waste Paper $13.00 a ton.
A
"Climax"
All Steel Fireproof

Baling Press will convert your waste into compact bales ready to ship and sell at the highest prices.

Ask us for information.

Climax Baler Co.
Hamilton, Ontario

Your Waste Paper is Worth Dollars to You

Save those dollars, time and inconvenience by installing the

JEWEL PAPER BALER

The first cost is the last cost, your waste becomes a continuous source of revenue and the baler a permanent convenience. The fire risk from loose paper is entirely eliminated.

A card will bring all particulars re baler and your best market.

General Sales Co.
203 Stair Bldg. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

SELL
PRESNAIL'S
PATHFINDER CIGARS

Griffin's Seedless Raisins

are established favorites. They can always be relied on. The demand will be good. Have a plentiful supply. There is money in them, and the packages make a good show for counters, shelf, or window.

Order now.

California to the rescue

Sunny California, with its irrigated orchards, vineyards and truck farms, can be counted on to provide fruits for the peoples of North America and of other lands. This year Canada must depend on the dried and canned fruits and vegetables of California more than usual, and on

Griffin & Skelley's
Peaches, Plums, Apricots, Prunes and Raisins

—because domestic goods are scarce and high-priced. Get your customers in the way of relying more on *you* than on *themselves*—by giving them G. & S. goods. So will you make more money, and at the same time render an appreciated service.

If any advertisement interests you, tear it out now and place with letters to be answered.

MAKE YOUR DOLLARS

FIGHT

AT THE FRONT.

BUY

DOMINION OF CANADA

THREE-YEAR

WAR SAVINGS CERTIFICATES

$ 25.00 FOR $21.50
50.00 " 43.00
100.00 " 86.00

INDIVIDUAL PURCHASES LIMITED TO $1500.

FOR FULL PARTICULARS APPLY AT ANY BANK OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT
OTTAWA

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

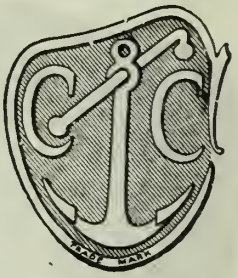
Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

WHEN some of the largest manufacturers in Canada have greatly increased their sales through the use of

ANCHOR CAPS

isn't it pretty near time your carefully considered the effect confidence and absolute security have on the sale of your goods and the co-operation they receive from the dealer?

Get the facts about Anchor Caps to-day.



Anchor Cap & Closure Corp. of Canada
LIMITED
SUDBURY STREET, TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

It sells

Right from the day you begin to display "Gleba" Polish you will realize what a dependable seller it is. Once your customers get acquainted with Gleba service you will need to keep your stock constantly replenished.

Gleba cleans and imparts a brilliant polish to gold, silver, copper, brass, nickel, cutlery, bathroom fixtures, etc. It is excellent for windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your customers about it and watch it sell.

Write us for free sample cake and particulars.

Gleba Polish Company
Oshawa, Ontario

At the Same Old Price

While the thoughts of all your customers are centered on the high cost of living, we are advertising to remind them of the fact that

Shredded Wheat

offers a solution of the problem.

The general demand for nourishing food at reasonable cost, coupled with our timely advertising message, makes it easier than ever for you to sell Shredded Wheat. It's the same old price, and the same high quality.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

"MADE IN CANADA"

The Canadian Shredded Wheat Co., Limited
NIAGARA FALLS, ONTARIO
Toronto Office; 49 Wellington St., East

Pies and Sales

Many housewives do not bake their own bread, but they all make PIES! An easy way, therefore, to sell them

PURITY FLOUR

is to tell them about the beautiful flaky pie crust it makes —pie crust full of flavor!

PURITY FLOUR puts **QUALITY** in the pies because it is a flour of rare excellence—a flour that is certain to satisfy particular home cooks and win their trade for you.

Western Canada Flour Mills Company, Limited

Toronto Winnipeg Calgary
Goderich Montreal St. John

If any advertisement interests you, tear it out now and place with letters to be answered.

Prices for MOLASSES will again be high this year

It is therefore very important that you should insist on buying the brand which you can absolutely rely upon.

Da Costa's
Barbados Extra Fancy Molasses

Absolutely pure, of highest quality and delightful flavor.

Be certain to specify "DA COSTA" on all your orders.

The price is no higher than for other brands.

Agents:

West India Company, Ltd.
Coristine Building, Montreal

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

You have a steady seller in
GOLD DUST

Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent. Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order.

THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

Lent Will Soon Be With Us.

For delicate flavour
For uniform quality
For satisfied customers

You require

CROSSED FISH BRAND SARDINES

You want repeat business. CROSSED FI H BRAND brings it.

We have two carloads just arriving.

We advise your covering your requirements at once.

Stocked from coast to coast

Ask your Wholesaler or write

W. G. PATRICK CO., LIMITED

Distributors for Canada

TORONTO MONTREAL WINNIPEG

Fish for Lenten Season

Living Costs Cut Down

Fish in Canada is becoming an article of daily diet. More is being consumed each season. The industry is on a sound basis. Distribution is becoming perfected and successful dealers are pushing sales and making money.

Our assortment is so complete, so easily obtained that it requires no effort to get into the business quickly and profitably.

All the varieties of

Ocean, Lake and River Fish

are fully explained in our weekly price list sent for the asking.

HALIBUT
QUALLA SALMON
WHITEFISH
TULIBEES
CISCOES
HADDIES
FILLETS
SMELTS
COD
HADDOCK
HERRINGS
Also Salt Fish in Bbls. and ½ Bbls.
OYSTERS—
Choicest Northern Oysters—3's, $5.40, 5's, $9.00.
Large and Solid.
Money Saved
Try them.

Direct Fish Phone, Main 6568

Fruits and Vegetables

ORANGES
GRAPE FRUIT
TOMATOES
PINEAPPLES
CELERY
CABBAGE
TANGERINES
SWEET POTATOES
BANANAS
LETTUCE
AND ALL OTHER LINES IN AND OUT OF SEASON

From Florida, California, Europe, the Tropics, we import the largest variety coming to Canada. Our mail order business gives satisfaction, quick service, best goods with prices properly based on quality and market conditions.

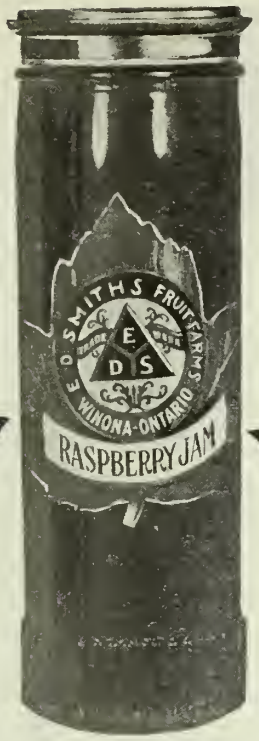
Fruit Phone, Main 6565

White and Company, Limited

Toronto and Hamilton

Canada's Premier Fish and Fruit House

If any advertisement interests you, tear it out now and place with letters to be answered.



Will You Be One

of the wide-awake grocers who are going to materially increase their profits during the coming season by featuring

E. D. Smith's Red Raspberry Jam?

Now is the time, when the housewife's supply is failing, and she is at her wit's end to solve the problem. Suggest that she try a bottle of this wholesome food. All the sweet, natural flavor of the raspberry is preserved by the E. D. Smith process. The demand is growing. Why not get your share of the resulting profits?

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

FISH

They look up to us in the exacting business of fish and oysters.

Why?

Because in our seventeen years of specialization, in producing and distributing, our customers have received all the protection of our tremendous experience.

We have demonstrated to customer and competitor alike that we give the fullest measure of value for one hundred cents.

Have YOU compared the service, the stocks or the prices we offer? You should. You cannot possibly lose by doing so. You may gain!

THE F. T. JAMES CO., Limited

(Sole Proprietors Beacon Brand)

FISH FOOD SPECIALISTS - TORONTO

$10——and——35c.

A merchant can buy a suit of clothes to sell, at a profit, for $10. But he gambles on satisfying his customers.

Similarly a grocer can buy tea to sell, at a profit, for even as low as 35c a pound. But he takes a big chance on pleasing his customers.

You can't brew a real, fine, full flavor out of common, low-grown or old tea any more than you can get durability out of old "shoddy."

To insure the complete satisfaction of his customers, a dealer must necessarily sell a tea that has real quality in the leaf, such, for example, as Red Rose Tea. This famous blend of the choice young leaves of Assam-Indian and Ceylon teas is one with which a grocer can safely and quickly build up a large and permanent tea trade. To prove it, try making Red Rose Tea your LEADER for a while.

Red Rose Tea

"is good tea"

TORONTO WAREHOUSE

Whatever your fish requirements may be we can give you entire satisfaction

Absolute satisfaction has always been the dominating feature of Bowman service, and the larger and better premises we now occupy will enable us to give our patrons even still more satisfaction if that be possible. We handle Fresh, Frozen, Salted and Cured Fish of every kind. Fresh Water Herring a specialty. Our 25-pound boxes of selected fish put up under the "Bowman Brand" are particularly good sellers.

Get ready for the Lenten fish demand by stocking the Bowman lines.

J. Bowman & Co., 66 Jarvis Street, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Everybody likes **ROBINSON'S "PATENT" GROATS**

Every member of the family appreciates the delicious goodness of this widely advertised cereal. That is why there is always such a big demand for it and why dealers find it necessary to constantly replenish their stock.

Are you getting a fair share of this Robinson demand? You will get it once you begin to let your customers know you sell this world-famous cereal.

Keep a little display where it will be easily seen. The profits are sure.

Magor Son & Co., Limited

30 Church St., Toronto 191 St. Paul St. W., Montreal

AGENTS FOR THE DOMINION OF CANADA

A full cash drawer

comes from constantly featuring lines of established merit, lines that sell again and again and give unvarying satisfaction.

That's just why you should constantly feature

Malcolm Milk Products

Their popularity is ever growing, their superiority is established beyond question. And they are Made-in-Canada, made by the only genuine Canadian firm in this field.

Try Malcolm's. They're worth while.

The Ma co m Condensing Co.
LIMITED

St. George, Ontario

The Only Canadian Milk Company

GIPSY

Stove Gloss

is always found in the stores of the most enterprising merchants. That is because they know the expansion of their business is indissolubly bound up with the quality of the goods they sell.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Building 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXI. TORONTO, FEBRUARY 9, 1917 No. 6

The Loss-Off System Endorsed

Canadian Produce Association Urges the Necessity of Legislation to Assist in the Introduction of the System—Important Matters Discussed at Annual Convention—Reports of Committees Introduced.

From Special Editorial Representative.

THE Assembly Hall of Freeman's Hotel, Montreal, was crowded when the afternoon session of the Canadian Produce Men's Association was called to order on February 6. Members of the association from coast to coast answered their names when the roll was called, giving ample evidence of the representative nature of the gathering.

At the morning session, in the absence of Mayor Martin, who was unable to be present, Z. Hebert, the president of the Montreal Board of Trade, delivered the address of welcome.

Mr. Hebert pointed out that the growing tendency of people to move to the city presented a very serious economic problem, and held that the object of the association in fostering a better feeling between the farmer and the produce men might well tend to remedy to a great extent these economic difficulties. Mr. Hebert deprecated the talk of the exploitation of food products for gain, and emphatically stated that these charges were entirely imaginary.

Mr. Thacker, the president of the association, in the course of his address, in reply to Mr. Hebert, spoke highly of the loss-off system, and urged that this system materially improved the quality of the eggs shipped by the farmer. The justification of this system was found in the improvement in the exports of this product. In 1916, 380,000 cases were exported, in 1915, 270,000 cases, and in 1914, 112,000 cases. Most of the eggs exported came from Ontario.

Quebec's Small Production

Mr. Thacker stated that the Province of Quebec only produced enough for one month's supply for the City of Montreal. Therefore, he thought that there was room for a great deal of improvement in the matter of production of eggs in Quebec.

Mr. Thacker also urged the formation of produce exchanges in Montreal, Toronto and Winnipeg. Such a system would enable a system of trade among produce merchants, without their having to go to the farm markets, and would thus tend to an improvement in the quality of produce.

The reports of committees concluded the morning session. A. Vallaincourt, for the Arbitration Committee, stated that no matter had been brought to their attention during the year.

R. H. Gray, of Gunn, Langlois & Co., Montreal, in reporting for the Transportation Committee, drew the attention of the association to the increase in the number of complaints relative to broken eggs, due to rough handling by the express companies. Another cause of complaint was the loss due to delay in transportation, that had become a serious item. Pilfered egg cases also was a cause of complaint that needed energetic action.

Mr. Gray urged that there should be inaugurated a system of special days for egg shipment between stations as a means of improving the condition of eggs received.

The report on branches was presented by A. H. Walford, of Wingham, Ont., who urged this system of local meetings as a method of keeping a close association between the buyer and the storekeeper.

R. J. McLean, of Toronto, reporting for the Committee on Legislation, stated that legislation had been urged, making it an offence either to buy or sell eggs not fit for use. The buyer is thus placed in the same position as the seller, and hence there can be no complaint that the legislation is of a class nature.

Legislation was also urged as a protection for the exporter. It was urged that inspectors be maintained at port of exportation to see to proper handling of goods and proper stowage in the vessel, also an inspector at the port of arrival to report on the quality of goods on arrival.

In reply to his inquiries, Mr. McLean stated that both the Hon. Martin Burrell and Mr. Bright, Live Stock Commissioner, had replied that legislation covering these points was being framed, but owing to the pressing nature of war business, it was uncertain whether it would be possible to introduce these questions at the present session.

Mr. McLean considered that these replies showed a very satisfactory progress.

The Case for the Loss-off System

In speaking of the loss-off system, Mr. McLean stated that all Toronto merchants reported that the quality of the delivered eggs was improving every year, and this fact was attributed to the stand the association had taken in adopting the loss-off system as part of its platform. Why should it be necessary to throw away hundreds of thousands of dollars' worth of eggs every year because of someone's carelessness? If the proposed legislation were brought into effect it would compel greater care. Mr. McLean urged that the association should stand behind the resolution and policy the association adopted some four years ago, and in this way the prospect of attaining the desired legislation would be greatly improved.

Urges Fair Competition of Dealers

Mr. McLean urged that all dealers should play fair in the matter, and if there was to be competition it should be in the matter of price rather than in any tendency to lower the bars and disregard their promise to maintain the loss-off system of buying.

Representatives Express Opinions

In the discussion that followed Mr. McLean's remarks, representatives of different sections of the country spoke

of the operation of the system in their community.

H. Fearman, of Hamilton, reported that all the Hamilton merchants were buying on the loss-off basis. The system had proved very satisfactory, and they would not think of returning to any other system. The loss-off basis had made a great improvement in quality.

Improvement of 80 Per Cent. in Quality

A. E. Silverwood, of London, Ont., reported that in the immediate neighborhood of London the loss-off basis was well maintained. In the Chatham and Windsor sections, however, some new dealers had opened business, and these new firms showed a tendency to buy eggs in the old way. On the whole, however, Mr. Silverwood estimated that 75-80 per cent. of the eggs purchased were bought on the loss-off basis. Buying with the free case too, he thought, had a material effect in improving the quality of the eggs shipped.

A. E. Bailey, of Belleville, Ont., expressed himself as fully in favor of the loss-off system, but stated emphatically that there must be a law behind them before the system could be placed on a sound basis. In as far as this system had been adopted, however, it had thoroughly proved itself, and had shown an improvement of 20 per cent. in quality.

A Convert to the Loss-off System

J. J. Fee, of Toronto, stated that he had been one of the early opponents of the system, but had changed his mind on that point, and had adopted and approved of the system, and found that it had resulted in a great improvement.

T. J. Coyle, of Winnipeg, Man., approved highly of the loss-off and quality basis. It was the only logical system of buying, he believed. The Winnipeg dealers had adopted the system, and had found it very satisfactory.

Urged the Need of Eastern Co-operation

Mr. Simonds, of Winnipeg, urged the need of co-operation in this matter. The West produced more than they consumed, and a good part of their goods must be exported, and he urged that unless the Eastern buyers bought from the Western producers on the loss-off system, the efforts of the Western produce men would be of no avail.

A. S. Duclos, of Edmonton, Alta., president of the Alberta Produce Association, spoke very enthusiastically of the progress of the produce industry in the West. He strongly urged the value of buying on a graded system, and outlined very fully the conditions of the produce business in Alberta.

A Challenge to the Association

Professor Graham, of the Ontario Agricultural College, threw a bomb into the assembly by stating that the honor of the association had suffered 50 per cent. with the Government because, while the association claims to be maintaining the "loss-off" basis, the Government did not believe that they were so doing.

A Confirmation of the Charge

E. J. Smith, of the White Packing Co., Brockville, speaking on the importance of legislation to prevent the trading in bad eggs, stated that his investigation had confirmed the charge of Professor Graham that the association had not maintained the use of the loss-off system. Part of this failure was due to the fact that there was no legislation to support the system.

A campaign of instruction was necessary in Canada to further the idea of quality eggs. Only so could the reputation for the quality of Canadian products be maintained. Inspectors should be placed at large centres and clothed with authority, and would thus become a centre of instruction that would tend to the improvement of all produce.

Mr. Smith stated that the Pure Food Act, already on the statute books, covered the selling of bad eggs, and that no further legislation was necessary otherwise than to standardize the eggs we sell. "If we are earnest enough," he states, "we can get what our Western confreres have got—inspectors to judge the quality of eggs."

"The country merchants," he continued, "are not the only ones at fault. Some produce merchants have exported eggs without candling, and in this way were as culpable as the smaller dealers."

R. J. McLean urged that while we have such legislation, it was obsolete legislation that did not meet the needs of the association. There is no machinery for carrying out the law, and hence it was of no real value. He urged that there was a moral obligation to live up to their promise, and that where members did not live up to it, they should be brought to the attention of the association, and if the offender was not a member of the association he should be beaten. "Surely if a man could pay one price for bad eggs," he said, "it was possible to pay a little better price for good eggs."

Mr. Clemes, of Toronto, energetically urged that a representation be made to the Government at this session to hasten the passage of loss-off legislation. This suggestion was heartily endorsed.

Improved Facilities for Fish Handling

THERE is no doubt" declared J. A. Paulhas Director of Publicity for the Canadian Fisheries Association, "that immensely improved methods are now in use for the rapid transportation of fish in the freshest possible market condition from the Atlantic seaboard to the Eastern Canadian centres of population.

"The Government, since the inception of the Canadian Fisheries Association, has always been interested in the objects in view and has listened in many instances to the demands of the organisation. There is no doubt whatever, that as a result the methods of handling fish in transportation from the Atlantic Coast have been greatly improved. As a result the consumers have benefited, for the fish have been delivered in better shape on the markets. The Government have achieved this not only with the freight traffic, but also with the express traffic, and only lately the Government has requested the Express Companies to equip some of their cars with appliances making them more adaptable for the swift and safe transportation of fish in fresh and appetising condition to market from the coast.

"It has been decided and agreed upon that from the 1st of April next a special fish express car shall be devoted entirely to the transportation of fish from the Atlantic Coast ports to the markets of Montreal, Toronto and Western points. This car will inaugurate a weekly fast service for fish traffic which will no doubt be a great advantage to the fish trade, and to the consumers.

"The Government has also turned attention to the inside end of the fish business in order to advance the sale of fresh fish in the country generally, and is considering means for the retail trade to be better equipped for the selling of fresh fish. For this reason the Government is asking the great fish handlers to have constructed some special fish display cases. A description of these was published by the Government recently, and there is no doubt that the idea is a good one, and that if put into practice, it will bring abundant results.

"As compared with the former days of fish trade, and transportation of fresh fish from the Atlantic Coast, the new plans are immensely to the betterment of the business. Formerly the express service used was so very limited that only a small amount of fish could be shipped from the coast. The fish left over were simply held until means could

(Continued on page 43.)

The General Merchant and Produce

Opinions Relative to the Handling of Eggs From General Merchants Who Have Specialized on This Business—Some Pros. and Cons in the Loss Off and Free Egg Case Problems.

THE questions that arise out of the general handling of the farmers' produce are questions that have always been of the most decided moment to all general merchants, for it is through the general merchant that a great bulk of this produce reaches the wholesaler. Therefore, the best methods of handling are matters that are of the most vital importance. These questions are being taken up at length at the Produce Merchants' Convention being held in Montreal, and these questions will be fully reported in these columns. But these questions are dealt with to a considerable extent, from the standpoint of the wholesaler, and it is interesting to consider the standpoint of the general merchant on the matter.

We have one or two letters from general merchants who have made this end of their business a most decided success, perhaps prior to the discussion of the opinion of the wholesalers, a glance at these letters would be of interest. W. H. Kidd, of Indian River, Ontario, is one of these merchants who have made a specialty of produce handling. He writes that he makes no attempt to candle all the eggs that are presented to him for sale, though he does not think that did they do so there would be any complaint from the farmer.

Claims Loss Off System Impracticable for General Merchant

"The whole trouble with the 'Loss Off' system," he continues, "is that it is impracticable for us to candle and grade all the eggs we buy. We receive about 300 dozen eggs per day with very little help. We pay for all of them without grading, though we would make a difference in price if we found it possible to grade them. In our price to the farmer we make allowance for a certain percentage of bad eggs. The only actual stipulation that we make is that the eggs shall be marketed every seven days and that they are to be clean. As far as free egg cases are concerned, we never use them. We have always had our cases back. I would not sell to a firm that would not return them."

Favors the Free Egg Crate

P. C. Hanna, of Campbellcroft, Ont., writes: "We have adopted the system of candling all eggs and find no difficulty in doing so. We find that since we adopted the system of candling eggs that we receive fresher eggs than formerly. We do not make any difference in the price of No. 1's and No. 2's, as we find a very small proportion of the latter. We pay, however, only for the sound eggs. Bad, broken, or doubtful eggs are deducted from the amount in the basket, and the customer credits us with the amount. Under these conditions we buy all the eggs that the farmer can produce. The system of free egg cases does not affect us much, but we feel and know that the sanitary condition of the egg crates has improved 100 per cent.

John Nott and Sons, Dunnville, Ont., state that they candle all eggs brought in by the farmers, and do not find, as a rule, that the farmer objects, unless their eggs are unusually bad, which seems to suggest that the ones who complain are not quite free from evil intent in the matter. "We buy only sound eggs," he continued, "but we make no difference in the price of the different grades. The farmers, as a rule, are very touchy at the suggestion that the eggs are not quite fresh. In the matter of free egg cases, we guard against selling to concerns who do not return the cases, as they are quite costly."

A. Kirkpatrick, of Lefroy, Ont., is of the opinion that eggs should be bought by weight and common sense, a combination which we doubt not most wholesalers would wholeheartedly concur in commending.

A. D. Anderson, Keene, Ont., states that he candles all eggs and finds very little opposition from the farmers. Only the sound eggs are purchased. Mr. Anderson thinks that the free egg case proposition is a very good idea. With that method, he noted, you can always depend on a clean case and clean fillers.

The Case Against the Loss Off System

The great argument that is urged by many general merchants against the Loss Off system, is its difficulty of practical application. They all admit the necessity of some such measure, but urge that in many cases what the wholesaler gains by the move must of necessity be a loss to the merchant. The letter of R. H. Harwood, which appears in connection, is a telling statement of this point. There is a point here that the advocates of this measure may well consider. That some improvement is necessary is, of course, self evident, but it should not be made at the expense of the general merchant. The farmer is, of course, the stumbling block in the successful operation of this scheme, and before the system can be called successful, the farmer's co-operation must be assured.

A Method of Meeting the Difficulty

James L. Squire and Sons, of Norwood, have a system that at least goes a long way to assure the farmer's co-operation. They have two egg days a week, on which days they pay a premium for all eggs delivered. As far as their experience goes, this method of encouraging regularity in delivery has proved very successful. Since it was adopted, the difficulty of getting fresh eggs has materially decreased.

It is noted, too, that merchants are about equally divided on the matter of free egg cases. There is a tendency to realize the advantages to be obtained and also the spirit that is behind the move to do away with the old returnable case, but the item of first cost is a decided stumbling block in the way. With the increase of the cost of these cases that have been noted of recent date, it is to be expected that this item of complaint against an otherwise good system will be brought still more prominently to the fore.

Financial Paper is Dropped

The Provincial Association in Their Meeting at Stratford Decide to Sever Their Connection With This Organ and Will Use Bulletins to Disseminate Information

IT has been definitely decided that the *Journal of Commerce* shall no longer be part of the working machinery of the Ontario Provincial Board of the Retail Merchants' Association. As intimated in CANADIAN GROCER a couple of weeks ago, there has been a growing feeling that this journal did not meet the requirements for which it had been adopted, as the official organ

of the association, and as a result the Provincial Executive meeting at Stratford, Ont., on Thursday evening, Feb. 1, acting on the recommendation of the Provincial Secretary, decided to sever the connection that had existed between the association and this journal. This action was taken after a very brief discussion, practically the only criticism voiced being that the *Journal* had not proved a satisfactory medium, through which to reach the different members of the Provincial Association.

As the matter now stands, the *Journal* will be continued for the time being, to such members of the association as demand it. It is understood, however, that there are very few subscriptions to be so continued. For the rest, the association washes its hands of the matter. D. W. Clark, when spoken to by a CANADIAN GROCER representative as to the basis of settlement for subscriptions already taken, stated that this was not a matter over which the association had any control, it being entirely a private matter between Mr. Beaudry and the *Journal of Commerce*.

Association to Issue Bulletins

In place of this organ, the Provincial Association will from time to time issue bulletins dealing with the matters of more vital interest to the members of the Provincial Association, and will also depend upon the trade press to co-operate with them in the work of disseminating information of value to the individual members.

New Bulk Sales Act Amendment Endorsed

The proposed new Bulk Sales Act was also taken up, and the draft of the new bill was heartily endorsed by the association.

Other matters of routine business were also discussed.

The members present evinced a very enthusiastic interest in all the work of the association and very optimistic reports were given. The names of 55 new members were received at this session alone.

Waste Paper for Which the Public Pays

The Item of Paper a Great Element in the Increasing Cost of Goods—How One Dealer Cut This Item in Half by Gaining the Co-operation of His Customers

THE item of waste bulks large in every grocer's charges, though the grocer himself may be slow to see it. Among these items, that of waste paper looms up largely. Very few grocers realize the amount that is being paid monthly for the simple little matter of wrapping paper. It is a service that is given to the customer, this attractive wrapping of parcels, but let it not be thought for that reason that it is a free service. Paper costs money, and this cost must ultimately find itself added to the cost of the goods sold. Every extra bag, therefore, and every extra sheet of paper adds just so much to the ever mounting cost of goods, for the cost of paper and cardboard is mounting itself with giant strides. Many grocers fold their hands and claim that the matter is one beyond their power to mend, others, however, have taken the proverbial bull by the horns and are doing their best to cut down as far as possible this item of cost.

Economy in Operation

Among the members of the trade who have adopted this policy might be noted the Einarson Brothers, who conduct a flourishing store at the corner of Olive and Bathurst streets, Toronto. Mr. Einarson found that his paper bill was daily climbing till $50 a month was quite an ordinary figure. Well, he figured that $600 a year that this would average, was in itself a very respectable sum, and one that did not show anything in particular to justify it. It was money passed over the counter that shows no compensating advantage. The customer takes it for granted, and consequently there is no element of good will to be gained. Mr. Einarson, therefore, began to figure that the more this item could be cut down the better it would be for all concerned. With this idea in view he took his customers into his confidence, telling them of the increased cost of paper and mentioning it as one of the items in increasing the cost of goods sold. He would suggest to them that it was a waste of time, energy and money to wrap goods that had been put up carefully in package form by their makers. It wasn't long before this campaign began to have an effect. Men going home from work would drop in for a few articles, and would themselves suggest that they be not wrapped. To others he suggested that wrapping paper was a useless waste. In no single instance did he find that there was any spirit of resentment against the store for this encouragement of economy. His customers all felt that there was a solid basis of fact in what he said, and realized that it was in little items of waste such as these that the cause for much of the increase in prices of goods might be found. The campaign has proved successful with these merchants. The item for wrapping paper has been cut in half, and that without any sacrifice of the service that the public is justified in expecting. Only the goods that in the nature of their packing do not require wrapping are sent out unwrapped.

This plan that has proved successful in one section, might not be equally so in another, it is only offered as a suggestion of the one of many ways where a campaign for the conservation of waste might be started. There are many others, even in the paper line alone, and when it is remembered that paper and paper board has increased anywhere from 100 to 300 per cent. since the war started, it will be readily seen that some manner of economy in this line is urgently needed.

Saving the Waste of the Wholesaler

S. P. Coe, of the Acker, Merrall Company, of New York, who operate a chain of fifty stores, has taken a decided stand regarding economy in this line. He urges that a very large proportion of the paper used is not only wasted, but in itself becomes a real inconvenience. He instances packages of cigars that come from the factory all carefully paper wrapped. These wrappings have all to be removed before the clerks can actually discover what is in the package. The simple matter of getting rid of this unnecessary paper is in itself a charge. He has sent word to the factory that in future cigars shall be delivered unwrapped. This is only one instance, but it shows the trend of the times. Every grocer knows that there is an enormous waste of paper and twine both in the packages that he receives from the wholesaler and the packages that he sends out. This wastage has become a habit, and in that fact there is found the greatest difficulty in the way of changing the situation. But a little retrenchment in this line by both wholesaler and retailer would not only accrue to their financial benefit, but would be of service to the country, for we are being taught in no uncertain terms in these days that to be wasteful is to be unpatriotic.

This is not the only form of waste with which the grocer is familiar. There is the wastage in delivery that is one of the big items with all the trade. Here again the grocer is in a great measure to blame. In the stress of competitive trade he has rather encouraged than discouraged the practice of frequent deliveries. He urges that it is a necessity, but that it is a fact that has to be proved. The wholesaler is under the same stress of competition, yet he will not make deliveries at the demand of the retailer, and the retailer has grown to understand this. Much of this waste in delivery could be saved by a campaign of friendly explanation that we are confident would accrue to the benefit of the retailer without in any way costing him his customer's friendship.

Accommodation for Travelers

They Have Asked Alberta Government to Have Hotels in That Province Brought Up to Standard and Regularly Inspected—Meeting Held at Calgary

The commercial travelers held a meeting recently at their building on First street east, Calgary, to discuss the hotel question of Alberta, and to suggest means of improving it.

In his address, the chairman stated that the purpose of calling the meeting was to secure more satisfactory hotel and restaurant accommodation throughout the province. The need of proper accommodation had been a sore point amongst the travelers for several years and since prohibition had come into force this matter had been greatly aggravated. Under present conditions and with the Legislature meeting shortly, and the probability of an election coming on, it was thought that there was a possibility of steps being taken to improve the situation and the members present were asked to express their views on the subject. The discussion, he thought it advisable, should be confined to dissatisfaction of present conditions and the best method of remedying same. It was hoped that the assistance of the wholesalers, boards of trade, railway unions and U.F.A. organizations could be obtained. Last year a delegation was sent to interview the Government.

Inspection of Hotels

In the opinion of the speaker, an inspector should be appointed by the Government to report any hotels not giving proper accommodation, and the Commercial Travelers' Association should see that a competent man was appointed, one who would not be in politics, but would attend to business.

R. F. Marshall, who was one of the committee to interview the Government at the last session, stated that when they laid their suggestions before the Premier he told them that they were asking for something with which they were not fully acquainted, as the hotelmen had not had a chance to show what they could do or would do under prohibition conditions. Mr. Sifton suggested that the matter remain in abeyance for six months to see whether matters became better or worse, and then come back when the matter would receive serious consideration. It was also proposed that Alberta come under a similar Act as Saskatchewan.

Benefit to Travelers

Now that the six months had expired, it was time to consider ways and means with what they knew, what they wanted, and what they believed would be a benefit, not only to travelers, but the public at large. He impressed on his hearers that they must not get the idea that they alone were the ones to be benefited, but the general public should be actively interested in it.

He suggested the co-operation of wholesalers and manufacturers as it was for their interests that travelers worked. The farmer should back up their efforts so that when he or his family had occasion to put up at a hotel they would feel assured of more sanitary and satisfactory conditions.

The following resolutions were passed:—

"That in the opinion of this the most representative gathering of the commercial travelers of the southern part of the Province of Alberta that has been held in years, after hearing the personal experiences of a large number of members present on prevailing conditions of hotel and restaurant accommodation in many points of the province, such conditions are in a deplorable condition and demand vigorous steps towards remedying the same, including conditions as to the preparation and serving of food, the sanitary arrangement of beds and sample rooms.

Heavy Frost Damages Florida Crops

Early Reports Indicate a Heavy Loss — Early Tomato Crop Reported an Entire Loss; Will Have to be Entirely Replanted.

A VERY heavy frost visited the State of Florida some days ago, and caused very material damage. On the East Coast the early tomato section, the damage was very serious. In many sections the early plants just coming into production were entirely destroyed and will have to be entirely replanted. This will mean the replanting of the whole crop and will delay the shipment for a month or more.

The first car of Florida tomatoes to reach Canada this year was received by Geo. Vipond & Co., Montreal, and showed a very fine quality. Advices from Miami however, indicate that only cars already rolling have escaped the frost and consequently the stock will be practically off the market for a considerable time.

The effect in the citrus crop is not yet known. Large shippers admit that the frost has done some damage, but the extent of this is not yet known. Fortunately a good part of the Florida citrus crop has already been marketed, and it is only the end of the crop that will be affected. Even considering this however, it is believed that the damage will amount to a fairly considerable item. Generally speaking this frost will have a tendency to delay the season for all early vegetables this season, and as Florida is the early vegetable state, this practically means that these goods will be unusually late in arriving in the market.

GRAND TRUNK PLACES EMBARGO ON PERISHABLE GOODS ENTERING MONTREAL

The Grand Trunk Railway placed an embargo on all fruit and perishable articles billed to Montreal from points west of Detroit. This practically makes a complete embargo as up to the present perishable freight was the only item freed from the operation of the existing embargo.

On Monday night of this week the embargo was enlarged to cover all perishable products. This change in regulations has meant a considerable hardship to handlers of perishable products, especially fruit, the great bulk of which, except for California shipments, enters Canada by the Wilkesbarre, Pa. gateway of the Delaware and Hudson Railway for delivery over the Grand Trunk System. This business will now have to be deserted to the C.P.R. for delivery at considerable difficulty to the owners. Grand Trunk officials expect that this embargo will not be in force longer than a week.

A fire broke out in the warehouse of the May Tea Company, Stratford, on January 26, starting from an overheated stove. The fire was discovered by Boy Scouts and was put out by chemicals with comparatively small loss.

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ESTABLISHED 1886

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AFTER all it appears that neither a man nor a country can be too proud to fight.

* * *

A GOOD buyer must, first of all, be able to say no. He must be able to say it distinctly; and be able to stick to it.

* * *

IF UNCLE SAM peels off his coat and gets into it, business may feel a momentary effect. Business will not suffer, however.

* * *

HARRY THAW is struggling back into the limelight. The only kind of thaw we want to hear about nowadays is an atmospheric one.

* * *

CONFISCATED whiskey was used in a sprinkling cart on the streets of Phoenix, Arizona. There was probably a scramble to get on the water wagon down there.

* * *

THE DEPARTMENT of Labor, in their latest bulletin, states that the cost of living in 1916 has increased 25 per cent. over the previous year. We knew it. But we thought it was more.

* * *

BRANTFORD, Ontario, has increased its custom receipts from $43,440 in January, 1916, to $83,859 for the same month this year. Brantfordites seem to be buying abroad this year with reckless abandon.

* * *

THE *Montreal Herald,* in commenting on Mayor Martin's determination to fix the weight of a loaf of bread, suggests that he adopt the pleasant little practice used in Constantinople for regulating bread prices, of nailing the baker by his ears to the door of the shop. 'Tis indeed a happy thought.

THE COUNTY Council of Leeds, sitting recently at Brockville, ranged themselves with the interests in opposing the introduction of margarine into Canada. It looks like a solid country vote on the question at least.

* * *

JAN WETZ, the Chicago egg operator, has again nosed himself into print by claiming that he made a million on eggs. Candidly, Jan, we misdoubt your veracity. It takes some few eggs to make a million dollars.

* * *

STAMBOUL University, Constantinople, suggests the German Emperor as a candidate for the Nobel Peace Prize as "the forefighter for the peace idea."—And up to the present we have never looked on the Turk as a humorist.

* * *

A CHICAGO report states that the recent mild weather has inspired the hens with an added fervor in the matter of laying eggs. Unfortunately Canadian hens have not been favored with the same inspiration, and are only plodding along as usual.

* * *

THERE is only one line of work in which the horse maintains his margin on the motor truck—the milk wagon. Engineers have not yet been able to evolve a motor truck capable of starting itself when the milkman tramples through the shrubs and berry bushes from one backyard to another and ejaculates, "Gee-up!"

* * *

THE SOUTHERN Ontario Ayrshire Breeders' Association have joined their voices to those who are chanting the Hymn of Hate against margarine. There is a very well marked line between the Anti's and the For's. On the one side the dairy and cattle breeding associations, on the other all the balance of the country.

* * *

THE MAYOR of Galt, Ont., has turned coalman. He has bought sixteen cars of coal which he is willing to dispose of at $9.50 a ton. There has been much talk of the millennium that was bound to follow a city being the buyer and seller of the commodities it uses. Here is an actual experiment, and it does not seem to be very much of a millennium at that.

* * *

A PRESS despatch from Saskatoon states that the Scotch Wholesalers' Co-Operative Society has purchased a farm comprising 10,000 acres in that locality for the sum of $300,000. It is reported, too, that members of the British Government are urging the purchasing of enormous tracts of land. No definite reason is given for this recent British boom in Western real estate, but it doubtless is connected with some plan for the amelioration of the hard economic conditions that may prevail among some classes at the end of the war.

THE DEBTS OF SOLDIERS

EVERY now and then CANADIAN GROCER receives a letter noting the fact that some soldier has gone overseas and neglected to liquidate some at least of his debts before departure. We have been urged repeatedly to take some cognizance of this matter. No doubt there are some who are suffering from the fact that no action can be taken against a soldier's pay, but the instances where anything of the kind would be necessary are few and far between. You can't change a man into a saint by simply putting him in a suit of khaki, neither does that suit make him any the less of a saint. There are black sheep in every fold. There are soldiers who will take a dishonorable course as there are civilians, but the proportions are certainly no greater in one class than the other. Merchants generally are aware that they have no legal redress for debt against a soldier so it devolves on them to make what precautions they deem necessary to protect themselves against possible loss.

SAVING FOR VICTORY

BRITAIN is facing the situation made possible by the recent German recantation of their faint promise of humanity, with a strong courage and a quiet heart. Unquestionably an intensification of the submarine campaign will spell increased privations for the British people. Undoubtedly they are ready to make the necessary sacrifices.

A public appeal has been made to the people to conserve the food supply, to save on the essentials of life. Four pounds of bread, two and a half pounds of meat, and three quarters of a pound of sugar weekly per head. This is the stint suggested. Lord Davenport, the food controller, assures them that this will be necessary, though this supply will be increased by other commodities, as it becomes known what food products are to be had in most abundance. This is one answer to Germany's swagger, an appeal to the people to adopt still another form of saving for victory. Be it noted, too, that the saving is voluntary. There is only the compulsion of the country's possible need.

A SAFE SPORT

POTATOES are once more on the upward trend, and there seems a strong likelihood that they will continue to advance for some time to come. This is the season when every year the potato scarcity begins to be felt, but this year it is made still more acute by the fact that there was an actual shortage in production. Down at Houlton, N.B., the long-dreamed dream has come true and potatoes have actually sold for $5.00 a barrel, and even as high as $5.10, and the farmer is still scratching his head and wondering why he gave them away when he might have made $5.50 by saving them for a few days. Should one of us adopt the same principles, the lynx-eyed Mr. Crothers would be after us with a copy of the Order-in-Council before we had time to have one good chuckle over our own cleverness. A beneficent government has a wonderfully kindly feeling for the farmer. So have we all for that matter. Do we raise our voices against the farmers because of the increase in these food products? Not we. We chivie the wholesaler instead. He's nobody's friend.

THE POOR MAN MAKES THE MARKET

THE Woman's Thrift Committee is campaigning against the importation of early vegetables, and also such items as grape fruit. They contend that we spend half a million a year on imported tomatoes and two million on imported vegetables and look at that thought with horror.

Their first argument is that the money goes to a neutral state (happily neutral no longer), and that it may be converted into munitions to kill Canadian men. It might be noted, if one were inclined to be critical, that the only way the Germans could get such munitions would be when they were shot from the guns on the Somme. Their second argument has a certain plausibility about it that has caused many people in the past to take it for a truth. It is the old argument that the Canadian consumer becomes so tired of fruit or vegetables before the Canadian crop appears that the grower gets nothing for it.

The argument is plausible, but it is not a truth. The CANADIAN GROCER works under the impression that were there not imported goods on the market in advance of the Canadian crop that the Canadian crop on its maturity would net the same prices that the imported goods do. This, of course, is not a fact. The fact of the matter is this, that the prices paid for imported fruits and vegetables are paid only by a comparative few. And a comparative few never yet made a market price. It is to the poor people and the comparatively poor that the Canadian grower must look for his market, for even prosperous as we are, these are the people that make up the great bulk of the community. The imported price is high merely because only sufficient is imported to meet the demands of the well-to-do. The domestic price is comparatively low, because with the large crop the grower cannot depend on this class alone. Moreover, there is a good deal of unnecessary sympathy being wasted on the grower. The Canadian grower, as a matter of fact, gets a much higher price for his products than the Southern grower obtains, despite the high prices realized here. There is a heavy freight rate and there is a duty of 37½ per cent. on the average to be taken off these fancy prices.

As for the curtailment of the buying of grape fruit, which these wise ladies suggest; why stop there, why not include oranges and bananas, all of which are imported and for which we pay tens of millions yearly for every million we pay for early vegetables? Grapefruit and oranges and lemons and bananas, all imported goods, are not luxuries, they are to a great extent necessities, and we would be the poorer in health if not in wealth were we to forego their use.

Accounting for Retail Merchants--VI.

Complete Journal Entries—Post for the Month—A Detailed Description of How This Should be Done—Some Practical Examples.

By Henry Johnson, Jr.

WHEN we have made all the journal entries indicated in my article of last week, our pages will look like this, except the totals at the foot of columns; and I shall tell you about those to-day:

Let me say right here that professional bookkeepers have dozens of little tricks and methods for shortening the process of finding errors in a balance. Some of those ways are worth knowing, and those can be found in almost any book on bookkeeping. But the number of figures the average retailer has to deal with is so limited that really all he needs is concentration and common sense. Any of us knows that if, say, the 21c. discount on Wilson's payment (see above) is deducted when you make your check but the total gross amount is entered in your journal the check and the journal entry will not correspond.

Now, look above again. See that the total payments on Expense foot up $22.95, yet Cash is credited with payments of only $$22.59 for expense. But the 36c. discount makes the two sides balance. Well, you do not need many "tricks" or short-cuts to discover these things.

So let us suppose that you finish up each day correctly, or find the little errors and correct them as you go along---as, indeed, you MUST do with any system anyway. So we run along until January 31st is finished up; all the figures in the journal are proved up.

January 31 being finished up, draw a line right across each page of the journal and add each column, just as I have added the little sample space above. On a little slip write the totals of both pages and add them. Each totals $593.39. Therefore, you are right in concluding that your work is OK.

Now turn back to January 2nd and pick out the items entered in the debit Sunds. column, and **post those separately** to the ledger. For example, you have $20.00 for advertising. See index in your ledger. It shows advertising is on page 100. Turn to page 100 and enter:

Jan. 2. To Cash $20.00

Similarly, you have $30.00 for interest. The index shows Interest and Discount is on page 29. Turn to page 29 and enter:

Jan. 2. To Cash $30.00

Now look over at the credit funds column. There you find, on Jan. 2nd, an item of $10.00 F. & F. account. Index says F. & F. is at page 105. So on page 105 enter:—

Jan. 2. By Cash $10.00

Continue this way until you have gone over all the Sunds. entries for the entire month—Jan. 4, 7, 15, 19, etc., as the entries may appear. The one thing to watch "like a mice" is that you get debits on debit side of ledger and credits on credit side. And that is particularly easy, for what is on the debit page of journal goes on to the debit side of the ledger, and credit pages go to the credit side.

When you have finished with the Sunds., take the total at foot of each column of the other accounts and enter that total in the ledger as of January 31. This way—on **debit** side of ledger pages:—

Page 1. (Cash) To Sundries .$250.01
Page 15. (Mdse.) To Sundries . 189.93
Page 43. (Exp.) To Sundries . 22.95
Page 85. (Wages) To Cash 80.50

And on **credit** side of ledger pages as follows:—

Page 1. (Cash) By Sundries .$341.55
Page 15. (Mdse.) By Cash 240.01
Page 29. (Int. & Dis.) By Cash 1.83

Now take a slip, fold it in the middle to make a dividing line and take off the totals of all ledger accounts; the debit totals on the left of the fold, and the credit totals on the right. Best way to get those totals is to add them right below the ink figures in the ledger columns, using a finely pointed hard pencil. Insert those pencil figures in the top of the line-space, leaving room below for the next ink figures. Always leave those pencil figures there so you can add them in next month and thus

Debit Page. 1917—		Cash	Mdse.	Expense	Wages	Barn	Sundries
Jan. 2—Mdse, PV.			$ 91.70				
Al. Jobber & Co.							
29.60	.30		29.30				
48.00	.96		47.04				
Wilson & Co.							
20.63	.21		20.42				
Discount	1.47		1.47				
Expense, PV.				.15			
Matz & Co.				4.80			
McCann, 18.00	.36			17.64			
Discount				.36			
Wages, PV.					34.50		
Prop. Ck.					25.00		
Wald, settle					21.00		
Adv., Cantwell A/C.							20.00
Interest at bank							30 00
Cash, sold desk to							
J. M. Fox		10.00					
Mdse. sales		240.01					
		$250.01	$189.93	$22.95	$80.50		$50.00

Credit Page. 1917—	Cash	Mdse.	Disc't	Sundries
Jan. 2—Cash, Mdse A/C.	188.46			
Expense A/C.	22.59			
Wages	80.50			
Advertising	20.00			
Interest	30.00			
Disc't Mdse.			1.47	
Expenses			.36	
F. & F. cash for desk				10 00
Mdse. sales		240.01		
	341.55	240.01	1.83	10.00

Post Monthly

Remember, I told you to put your ledger away because you would not need it until February 1st? All right. Last week I gave you directions how to make the opening postings to the ledger, following results obtained by your inventory. Now let us get the theory and practice of journalizing into our minds.

The great time-saving feature of this system lies in the fact that you post your ledger only once each month.

After you have completed your journal entries each day, as detailed in my last two articles, and proved them by trying out each side of the book, you are done for that day. You continue next day right below the day preceding, until you get to the bottom of the page. Then you add the columns, in pencil, inserting the figures very small, and test those totals by adding together all debits and all credits. If they "balance," then insert the figures at bottom of columns. If they do not balance, then you go over the work until you find where you have omitted something, or inserted wrong figures, or done something else incorrectly.

minimize the work of taking off the monthly trial balance.

The grand total of the debit totals added together when you have them copied must agree with the grand total of the credit totals. Then you can close up your ledger, knowing that the work is O.K., and put it away for another month.

For, bear in mind that this work of posting to the ledger will not occur again until March 1st. This fact will indicate how time and labor are conserved by this system—that you make these entries only **once each month.**

A Few Advantages on the Side

When you have posted the ledger each month you have right before you some vital information about your business. Take Merchandise: The **one entry** on the debit side is the total of your **purchases** for the preceding month. The **one entry** on the credit side is the total of your **receipts** from Merchandise sales for the month. The difference between them shows, roughly, your total **gross margin.** There will be variations, and wide ones. For instance, in July you may receive a lot of futures. So then your purchases will be unusually heavy, and the difference between the two sides will be only 12 per cent.—your purchases being 88 per cent. of your sales. But in April the difference should be around 28 per cent. — your purchases being only 72 per cent. of your sales. The **average** will be 20 per cent., which is not far from normal.

Here is a constant check to guard you against overbuying; and whenever these figures show an abnormal condition, it is well to look back to see what has caused the excess of buying over selling figures. If nothing extraordinary has happened to swell purchases beyond regular requirements, the excess is a red danger signal which says: "You are buying too liberally, old man. Better cut 'er down—pass up some of those alleged 'bargains!' "

If, on the other hand, the debit is only 65 per cent. of the credit, then you are working on conservative lines and it will be safe for you to loosen up a bit. BUT keep the **average** in mind; and remember that when one month shows up a difference of only 12 per cent., you must go slow for three or four months to correct the balance.

Again, the fact that Expense is posted only once each month enables you to check each month with each preceding month and keep tab on the **average** expense. And then, if one month the expense goes beyond normal, you can dig into the figures in detail in the journal to find the cause. Or yet again: If the account is normal, but sales of the preceding month have gone below normal, you are warned to curtail—let somebody go, especially if he is only partly efficient—or decline to advance another who may have "hit you for a raise."

And so it goes. Having the plain figures before you, embodying the FACTS of your business, you are safeguarded regularly. It is then more exactly your own fault if you fail to take the warnings coming home to you constantly.

* * *

There are further details, as I shall show. Meantime, it is time for QUESTIONS. I have some letters to handle, but not enough as yet. It is your turn now to show that you are "taking notice."

Grape Fruit, Once the Apple of Eden

How the Original Grape Fruit Came From South-Eastern Asia, and Was Introduced Into the West Indies by a Sea Captain Named Shaddock, Thus Giving Ground for the Name Long Used—How the Name Grape Fruit Was Derived—Countries Where it is Grown.

AMONG the many fruits that have been associated with the story of Eden, the Grape Fruit stands out prominently. It is still associated with the stolen apple and as a result it has for a long time been known in many parts of the world as the Forbidden Fruit. It is also known variously as the Shaddock, Pommeloes, or Pomelos. The Shaddock was its earliest generally accepted name in this part of the world, though that name now has lost its definite association with the grape fruit of commerce and is used to signify the wild stock, or stock that through one cause or another, has lost its fine quality and is practically unsaleable.

The name was derived from a certain Captain Shaddock, who originally introduced the tree into the West Indies. The Shaddock as we know it is a large heavy skinned, pear shaped fruit, with a heavy fibry texture of pulp that sometimes comes from groves that have not been properly cared for. Grape fruit, like the orange, is very sensitive to conditions. Under proper care, it is readily brought to a state of perfection, but lacking the care it very soon returns to its original state. The Shaddock, too, as a rule, is of large size, instances being known where it has attained a weight of 20 pounds.

The Grape Fruit a Native of the Malayan Peninsula

We have come to look upon the grape fruit as a native of this part of the world. This, however, is not the case. It is generally conceded to be a native of the Polynesian Islands and the Malayan Peninsula, where in its shaddock state, it is still grown. It has been known in India, too, for a very long time, though it has never been cultivated to any extent, nor yet considered to be an item of food. Indeed, the growth of the sale of grape fruit is one of the marvels of the present age, which speaks volumes for the quality of the fruit.

First Sold Twenty Years Ago

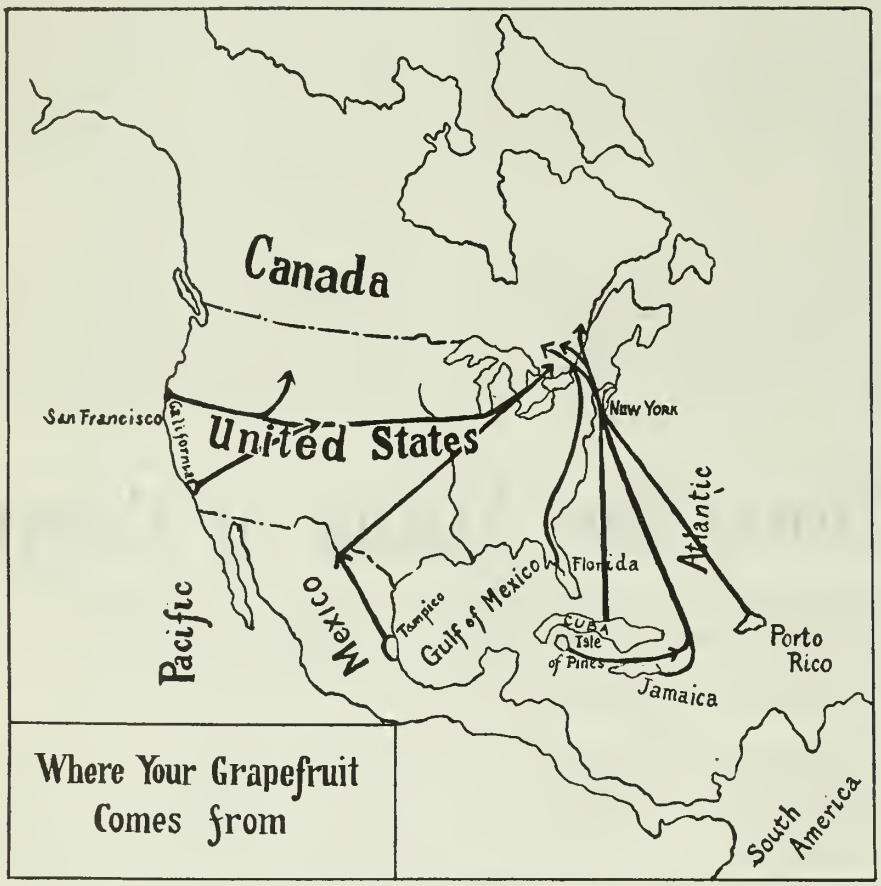
The first shipment was made from Jamaica in 1897; the fruit was a shaddock of the shaddocks, being picked from the trees growing wild in the pastures of Jamaica. Yet, poor as this first fruit was, it at once caught the public fancy. This rough fruit sold in New York for $5 per barrel, which netted a golden profit, and which anyone who was familiar with the old barrel system of packing fruit, which was then in favor in Jamaica, and the enormous waste it entailed, will realize must have been an enormous price for each individual fruit.

The word of the success of this venture spread like wildfire; groves were planted in Jamaica, and in Florida and California, as well. No sooner did the American grower have his trees planted than, producer like, he began to wail loudly of the menace of the foreign market conditions. As a natural result, a high tariff wall was built up which materially aided the cultivation in the United States at the expense of the originating country. It had one good effect, however, in that it led the West Indian grower to improve the quality of his fruit, and as a result the Grape Fruit has continued to grow in public favor.

Shaddock Changed to Grape Fruit

With this growing favor the prosaic

name of Shaddock disappeared, and in place of it some incentive individual lighted on the name of Grape Fruit. There are two reasons given for the name. The first is that the juice has a variety of grape-like flavor. Perhaps some people may be able to confirm this idea. The other suggestion is, that the name was conferred on it owing to the way it hangs in clusters on the tree. It is true, it does hang in clusters, but it takes a good deal of imagination to discover the similarity between this cluster and the bunch of grapes. However, far be it from us to quarrel with the derivation of the name; it was unquestionably a happy choice, and proved conclusively that there most manifestly is something in a name, at least from an advertising standpoint.



Grape Fruit Will Be Plentiful

It was 1897 when the first Grape Fruit was shipped from Jamaica. In 1898, Wm. Clarke, in his book on "Commercial Cuba," makes no mention of any shipment of Grape Fruit, yet the book deals in a most exhaustive manner with the commercial activities of that island. As late as 1909 the yearly shipment from Jamaica was only 43,580 packages, a small item in the shipments of the present day. Cuba has loomed up large in the Grape Fruit growing industry. The Isle of Pines, a small island lying slightly to the southwest of Cuba, is shipping largely. Porto Rico is also a heavy shipping point. In these four islands, too, the Grape Fruit growing industry is just starting. Enormous tracts of land have been laid out in groves, which one well informed visitor from those parts assures us will in less than ten years double and treble the present available supply from all sources, despite the fact that the Grape Fruit, unlike the orange, is not a heavy bearer.

A California fruit paper of unquestioned reliability, states that there are 1,771 acres of new Grape Fruit groves that will shortly come into hearing, and California does not excel in Grape Fruit growing, though there is a very fair quality of fruit grown around the Los Angeles section. Florida is, however, the great producing centre of the Grape Fruit growing. Grape Fruit growers are simply spreading over that state like a prairie fire. They are in many towns used as shade trees, and the unusual sight of a lawn fairly carpeted with Grape Fruit not infrequently meets the visitor's eye.

Though not a native of Florida, the Grape Fruit has taken firm hold there and in that state reaches its greatest perfection, though not all parts of Florida can grow Grape Fruit of the first quality. There are several well defined districts that are known to grow the most perfect fruit but these districts are of a very considerable extent, so though Florida does ship some Grape Fruit that is not of the best quality, the general average is very high. Florida also occupies a strategic point of vantage to the eastern market, the Grape Fruit centre, and for these reasons the fruit from that state is gaining in popular favor.

Grape Fruit from Mexico

Of recent years there has been some shipment of Grape Fruit from the Tampico district of Mexico. This fruit, while not as fancy as the Florida fruit in color, has the advantage of being almost seedless. It has also a very thin skin, which, however, is not entirely an advantage as it renders the fruit much more readily subject to frost. The West Indian fruit is improving in quality every year. Some American firms have taken up the production in the Island of Cuba and have developed a Grape Fruit that is the equal in quality of anything obtainable anywhere. Grape Fruit grown in the mountainous districts of Jamaica, too, is of very fine quality.

Other Grape Fruit Districts

We have come to look upon these districts as the sole producing centres for Grape Fruit. Not so, however. It has been noted that the fruit is a native of the East Indies, and was also grown in India. It is, in fact, found in some form in almost all tropical countries. It is being profitably grown, however, in Venezuela, British Guiana, and Paraguay, South America, though none of this fruit reaches this continent and is mostly disposed of for domestic use or in the adjacent countries.

QUESTION OF FIRM'S RESPONSIBILITY FOR ACTS OF AGENT IN COURT

An interesting case has been decided in the courts of Prince Edward Island that invoices the question as to whether a company is bound by the contract of its agent before the said company has had the opportunity of ratifying such an agreement. The case is that of the Sims Packing Company, Charlottetown, P.E.I. versus Hopkins et al. An order for $2,000 of pork had been placed with the plaintiffs through their agent. Part of the order had been forwarded. The packing company drew on the Hopkins Co. for the amount of this shipment. The defendants refused the draft, contending that their contract called for thirty days' time on the delivery of the contract. The plaintiff company, therefore, sued for the amount of the first shipment, while the defendants filed a contra claim for damages for non-delivery of goods contracted for. The court sustained the contention that the plaintiff company was not bound by the contract of its agents prior to their ratification and awarded them a judgment for the full amount claimed.

Ideas on Selling Fish for Lent

The Quality of Lively, Purposeful Service to the Customer Produces Good Results in Making Fish Business Grow—Serving and Dressing Fish for Sale — Variety in Offering Even Only One Kind of Fish Helps Along Sales—Appeal to Customers' Eyes on Store Principles.

TO do a lively business in fish during the season of Lent, and for that matter at all times of the year, is the ambition of every retailer serving this line of food to the public. In the retailing of fish one of the most important points to attend to is the matter of service, swift, clean and, above all things, appetizing. There is no store selling fish in which room cannot be found for some, even the tiniest, detail of improvement in the direction of this sort of service, and the retailer of fish, who is ever alive to possibilties of improving his service to his customers, is right and on the road to bigger and better fish business.

In the City of Montreal there was established during the fall of 1916 a new provision store known as "The Montreal Public Market," on St. Catherine Street, and this store has made an immediate and powerful impression on the purchasing public as a store of swift, clean, appetizing service in all the food lines in which it deals. CANADIAN GROCER had a talk with the manager, Herve P. d'Orsonnen, on his methods as particularly directed to the satisfactory serving of fish from counter to customer, and his ideas for directing the attention of the public towards his goods and his store service.

To begin with, Mr. d'Orsonnen has been for some fifteen years associated with the enterprise of the Providence Public Market Co., which sells anything eatable in appetizing manner, and runs the great Public Market Store at Worcester, Mass., employing 500 clerks, and capable of having 4,000 customers on the premises at a time. Methods which this concern have tried out, and found satisfactory in sales-making, and the encouragement of return business are the methods now being put into practice in Montreal, and some of them Mr. d'Orsonnen explained to CANADIAN GROCER for the benefit of other enterprising retailers throughout the Dominion who desire to improve their service in the fish department.

Having secured as far as possible the very best supplies of fish obtainable, well selected and varied, providing the choicest of finny fare at all prices, and to suit all tastes, Mr. d'Orsonnen devotes attention to the retail merchandising end of the department. It is important to note, however, that he lays considerable stress on securing his wholesale supplies in the best quality and variety, and at the best prices possible. To do this, of course, requires knowledge, experience and the skill of a good buyer. To buy stock right is the beginning of the art of selling it right, true in particular degree as regards fish, in which season and the public taste or prejudices have to be critically considered, and most carefully taken into account.

But in the business of disposing of the fish to the customer there are many important details upon which depend success or failure. The retailer of fish in the earliest of days had a business "slogan." His cry was "All Alive-O!" and the very same slogan in slightly different forms and implications persists in the merchandising of fish to-day in the Dominion of Canada as much as ever it did in the streets of Old London. To retail fish so as to obtain profits and prestige for your store you must be as alive as possible, and your fish must be, if not literally alive, then at least not very long dead. Upon a reputation for having fresh fish to sell many a store that has possessed almost every fault possible in the way of location, ill-lighting, and poor display, has still been able to struggle along doing business at a profit. For the fish buying public knows fresh fish and appreciates it, and will go to some trouble also to get it. Therefore, the more a store by its excellence of service can save the public trouble in securing fresh appetizing fish supplies, the more will that store's fish department flourish.

That is one of the great and leading maxims of success which Mr. d'Orsonnen makes support his business and help it grow. He saves his customers trouble as much as possible. There's a whole lot of silent salesmanship about his fish department. The goods are displayed in plain sight, and priced in plain figures behind crystal clear glass, and upon snow-white platters. In the arrangement of the selling display Mr. d'Orsonnen goes in for simple, plentiful appearance of abundant supplies and variety of goods offered. The platters are always kept refilled with fish of the various kinds, dressed or to be dressed, just as fast as the customers' demand depletes the counter stock. To do this, men are kept busy washing and dressing the fish, and placing the renewal supplies upon the counter receptacles. Just at present this washing and dressing is done in full view of the public, which is a compliment to the cleanliness of the methods employed, but to have this so is, in Mr. d'Orsonnen's opinion and experience, a defect; for, no matter how you may strive, you cannot make the process of washing, cleaning, and dressing fish entirely appetizing. The best plan is to have these necessary processes carried out in well-lighted premises apart from the actual store where the customers come to choose their fish and do their buying. This has been Mr. d'Orsonnen's experience. A roomy basement, preferably daylight lit, is suitable, but should have an elevator running to the store above with the fresh supplies of fish as dressed, etc. Better still, is a room behind the fish counter with a "butler's pantry" window for passing the new supplies forward as required.

Variety may be attained in more directions than merely in the species of fish sold, and variety means better sales; for many a customer whose selective powers are jaded by the contemplation of merely fish with fin and scales complete, will brighten up and do some buying when nicely dressed fillets are shown, or neatly sliced cod almost ready for cooking.

"We supply haddock, for instance, in four different ways," said Mr. d'Orsonnen. "There is the sliced haddock, haddock fillets, the whole haddock dressed to bake, and the whole haddock 'rough,' as we style it. These lines are all sold at prices based on the first cost of the fish to us, a little more per pound for the more dressed forms supplied."

Similar methods used as far as practicable with other lines of fish sold in season are always advisable where the sales are being made rapidly enough to warrant regular preparation of dressed fish. In smaller stores it is necessary to dress fish to order, and this can be very smartly and swiftly done, also quite sufficiently appetizingly when in the case of, say, only one or two soles or flounders, which can be filleted very daintily in sight of the customer, who is usually interested in the process. But any large scale fish dressing is, as a rule, better done away from the counters.

"There is one feature we always go in

(Continued on page 46.)

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

Gallagher Bros., Norton, N.B., have moved to Minto.

Mr. C. L. Bent, the popular merchant of Plaster Rock, was in Perth, N.B., the other day on business.

Potatoes are $3.60 per barrel, and everybody is hauling while the roads are good, according to news from Upper Kintore, N.B.

The experimental and demonstration apple orchard which was started several years ago by the St. John Board of Trade to help advertise the possibilities of the province in this line, has been taken over by the St. John River Orchards, Ltd., a corporation composed of members of the board. They will operate on a larger scale than was planned at first.

In the death of Thomas Gorman, of St. John, N.B., the city has lost one of her most prominent wholesale grocers and one of the most highly respected citizens. Since the news was received a few months ago that his son, a young university student, had been killed at the front, his health has declined and finally he was removed to the infirmary where his death occurred this week. Mr. Gorman, who was sixty-nine years of age, was born in St. John, of Irish parentage, and resided in that city all his life. In the summer following the great fire of 1877 he started a wholesale grocery business on South Wharf, a business which has steadily prospered ever since, his success being attributed as much to his reputation for sterling integrity as to his recognized business ability. In the public affairs of the city, Mr. Gorman was an active figure and took a prominent part in the work of the Board of Trade. For a long period he was a member of the Board of Health, and for several years served as chairman. He was a member of the Board of School Trustees, and was interested in many public and charitable organizations. He was past president of the C.M.B.A., and was a trustee of the organization until his death. In politics, Mr. Gorman was a Liberal who ranked among the leaders of his party, but he had always refused the opportunity to contest an election. He is survived by five daughters and two sons.

Quebec

G. F. Lussier, Montreal, has sold the stock of his grocery store.

J. L. Freeman, manager of H. D. Marshall's Montreal office, visited the Maritime Provinces during the past week.

Armand Chaput, of Chaput Fils et Cie, was visiting Ottawa this week. He has recovered from his recent indisposition.

The grocery store of P. C. Paquin, and two-storey dwelling of A. Boyer, Montreal, were destroyed by fire on January 29.

C. Ritz, manager of the Robin Hood Milling Co.'s offices in Montreal, has been visiting the firm's head offices in Moose Jaw, Sask. During his absence G. W. Stepan, of the Montreal staff, has had charge of the office.

S. Wheaton, representing the California Raisin Growers' Association, is visiting Montreal at present with a view to acquainting the wholesale trade with conditions as regards the raisin crop, etc., for the coming season.

Messrs. Verret, Stewart & Co., "the salt sellers," have removed from their old offices on Port Street, known to generations past, and are now in fine new red brick premises on Prince Street, No. 62, some distance westwards of their former place.

Officers of the Canadian Fisheries Association elected for the year 1917 at the Association's annual meeting held in Montreal this week are as follows: President S. Y. Wilson, Halifax, 1st vice-president A. H. Brittain, Montreal,; 2nd vice-president A. L. Hager, Vancouver, B.C.; Secretary-treasurer F. W. Wallace, Montreal.

Vice-President W. W. Hutchison, of the Lake of the Woods Milling Co., Montreal, on his return from his visit to England brought with him for a couple of month's furlough Lieut. P. P. Hutchison, of the C.E.F., his son, who was wounded in the foot in November, and is convalescing at present. Lieut. Hutchison expects to return to the front this spring.

J. R. Simpson, of Chase & Sanborn, Montreal, spent some days this week in Ottawa, where he was superintending the installation by John Bambrick, retail grocer, of a special demonstration to stimulate the demand on the part of consumers for coffee. The idea of the demonstration is to show that the housewife using an ordinary coffee-pot or percolator can produce coffee as perfect as that produced by the expert attending the demonstration.

Ontario

E. D. Goetz, Mohawk, has sold out to C. H. Brocklebank.

Fred Watson, Toronto, grocer, has been succeeded by N. V. Foster.

Eliza J. Kerr, Toronto, has disposed of her grocery stock by auction.

J. J. Haskett, London, has sold his grocery store to John Nethercott.

J. E. Waterhouse, Whitby, has been succeeded in his grocery business by A. P. Wright.

The estate of Thos. Wood, Sr., Beamsville, grocer, has been sold out to Abram Hunsberger.

A. Link, who formerly owned and managed the Lyric Theatre, at Leamington, Ont., has opened a grocery store in that town.

R. J. Hayhoe, of R. B. Hayhoe & Co., importers, is on a holiday trip of two weeks' duration to Florida. He is accompanied by Mrs. Hayhoe.

Nelson Vanidour, who for a number of years past, has been associated with his father under the firm name of Vanidour & Son, Leamington, Ont., took over the business on Jan. 24, and in future it will be conducted under his name and management.

The Quaker Oats Co., Peterboro, have purchased the Canadian Cereal Mills, London, Ont., and will make it one of the branch factories immediately. They have taken possession of the new plant and will start at once in manufacturing its product in London.

W. S. Greening, vice-president of the Pure Gold Manufacturing Co., has recently returned from New York city, where he has been for the past two and a half years in the interests of the company. While there Mr. Greening made a close study of the coffee situation.

At the annual meeting of the Niagara Peninsula Fruit Growers' Association, held recently in St. Catharines, the following officers were elected: Hamilton Fleming, reeve of North Grimsby, president; S. H. Rittenhouse, first vice-president; D. Allan, second vice-president; F. G. Stewart, third vice-president; J. B. Bridgman, fourth vice-president, and Carl E. Fisher, secretary-treasurer.

The death occurred at his residence on Prince Arthur avenue, Toronto, of Mr. John Hewitt, local sales manager of the Canadian Shredded Wheat Co. He came to this country from England many years ago, and for the past 15 years

had occupied his position with the Shredded Wheat Co. He was in his 70th year, and was a well known figure in busines circles in the city.

Libby, McNeil & Libby, of Chicago, are establishing their Canadian branch in Chatham. A bylaw will be submitted to the ratepayers, Feb. 20, authorizing the city council to give the new concern the land on which it is proposed to erect the new plant. The company will take steps to commence building operations as soon as practicable. The estimated cost of the plant is said to be $100,000.

Chief Randall and Inspector Greenaway, Guelph, visited the local market on January 20, to find out if the butter offered for sale was full weight or not. As a result they seized 29 pounds that was light on an average of an ounce a pound, and it was turned over to the charitable institutions of the city. The owners were asked to appear in court, where they were fined the cost of the proceedings.

The Long Block, owned by William Long of Niagara Falls, N.Y., situated in Niagara Falls, Ont., and comprising about a dozen small stores in the heart of the business district, was completely destroyed by fire, January 28. The fire started in the Frontier printing office, and spread with tremendous rapidity. J. A. Newport & Co., customs brokers; Geo. H. Edwards, plumber, and Swayze's grocery also sustained total loses.

Western Provinces

J. J. Andrews, Ettington, Sask., has sold out.

George Stone, Ltd., Peace River, Alta., has sold out.

George Govan, Winnipeg, has sold his grocery business.

Mike Ksionsky, Durban, Man., has sold to M. Moffatt.

C. J. Craig, Ebor, Sask., grocer, has commenced business.

Mrs. Arthur Macdonald, Regina, Sask., has discontinued.

G. J. Rouleau, Conquest, Sask, has sold to Thos. McClocklin.

P. F. Sinclair, Senlac, Sask., has sold his stock to W. H. Luke.

Harry Hoffman, Calgary, Alta., has sold his grocery business.

Watrous Supply Co., Watrous, Sask., have sold to Nemetz Bros.

Furley & Fleming, Glenbush, Sask., have dissolved partnership.

Bookhalter, Senior, Pangman, Sask., has sold to Gow & Bercovich.

A. M. Robinson, Shoal Lake, Man., has removed to Melville, Sask.

A. Singer, Scott, Sask., has discontinued the branch at Coblenz.

J. J. Hourigan, Rush Lake, has been succeeded by H. A. Dantzer & Co.

Calder Trading Co., Calder, Sask., have been succeeded by R. Proven.

The Supply Co., Buchanan, Sask., have been succeeded by Forbes & Drakon.

Bentley Creamery, Bentley, Alta., have been succeeded by Kerr Bros.

Bellevue Mercantile Co., Bellevue, Alta., have opened a general store.

Peter Druhan, Fremost, Alta., has been succeeded by Fraser-Durhan, Ltd.

G. J. Rouleau, Conquest, Sask., has sold his business to Thomas McClocklin.

Van Allen & Co., Gadsby, Alta., has been succeeded by A. M. Anderson, Ltd.

Astrovsky & Barsky Bros., Cudworth, Sask., have been succeeded by Barsky Bros.

Hughes Bros., Olds, Alta., grocers and butchers, have sold their business to S. C. King.

Wm. K. Symons, Winnipeg manager of the William Davies Co., is visiting eastern points.

Leiser, Simon & Co., wholesale grocers, Victoria, are reported to be opening a branch in Vancouver, B.C.

W. R. Allan, one of the directors of the firm of H. P. Pennock Co., Ltd., Winnipeg, left for Montreal last week-end on a business trip.

George McLean, head of the G. McLean Co., wholesale grocers, Winnipeg, left last week for a trip to California. He will be away several weeks.

George J. Cameron, manager of W. L. MacKenzie & Co., manufacturers' agents, Winnipeg, has been on a trip east as far as Montreal, and will return this week.

F. W. Smith, proprietor of a large department store in Weyburn, Sask., left last week for a business trip to Chicago and Eastern Canadian and American cities.

The West India Company, Ltd., Montreal and Liverpool, importers and dealers in West Indian products, have appointed the H. P. Pennock Co., Ltd., Winnipeg, their Western agents.

John Woods, pioneer merchant and postmaster, Kelwood, Man., died on Tuesday, Jan. 30. He was one of the most popular men between Neepawa and Dauphin, and went to that country before there was railway connection.

The Retail Merchants' Association and the Manitoba Optical Association will hold a joint luncheon on Feb. 14, in the St. Regis Hotel, Winnipeg. One of the speakers will be Albert Myer, from Minnesota, who will give an address on "The Standardization of Prices in Business."

The Dyson Company, Winnipeg, have decided to grow a large proportion of their own vegetables for pickling purposes, and with this in view have purchased a tract of 287 acres of land, near Portage la Prairie. There they will grow cucumbers, cauliflowers, onions, etc., to keep up with the factory's demand.

Fire broke out in the basement of the Good Co.'s store, Lethbridge, Alta., on Thursday, Feb. 1, which is located in the Shepherd Block, 5th street west, when the temperature was 40 below zero. The building was seriously damaged, the Good Co. suffering loss of $15,000 to their stock and fixtures, damage to building being about $5,000.

Fire, caused by a short circuit or by spontaneous combustion, in a box of rubbish, in the basement of the Jobin-Morrin Co., wholesale grocers' warehouse, Winnipeg, did considerable damage. A large stock of imported dried fruits—figs, dates, currants, etc., in the basement, were damaged by water, and groceries stored on the upper floors were damaged by smoke. The flames ate away some joists in the first floor at the rear, causing a partial collapse of that part of the building.

SHORTAGE OF CONFECTIONERY SUPPLIES

G. H. Holden, of the Robt. Gillespie Co., Winnipeg, on return from an extensive trip in the States and Eastern Canada, says prices are not good for a month ahead.

"There is a splendid opportunity right now for the Canadian manufacturer of confectionery, and he should take advantage of it to get established. Let him overlook big profits for the present, and instead put out an article equal in quality to that made in Europe. Instead of doing this, some are taking advantage of the shortage, and making big profits."

This statement was made to a representative of this paper by G. H. Holden, partner in the firm of Robt. Gillespie Co., Winnipeg, who has just returned from an extensive trip through the States and Eastern Canada.

Speaking of market conditions, Mr. Holden said: "From everything we have to judge from, there will be a continued shortage of supplies from Great Britain. Prices in the United States continue to rise, and they won't guarantee prices a month ahead—nor will they in Eastern Canada in some lines. One finds firms both here and across the line copying European goods. Before the war there were only one or two firms making goods like those coming from Europe; now we find many. In the States they are also improving the quality of their goods, especially in lines like satin-finished goods."

Mr. Holden was away a month. While East he visited the plant of the St. Williams Fruit Preserving Co., St. Williams, Ont.; in Michigan he called on the Michigan Tea Rusk Co., Holland. He returned via Minneapolis. Robt. Gillespie, of the same firm, is now on a business trip to the Pacific Coast.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

MARKETS AT A GLANCE

THE outstanding development in the grocery market during the week has been in the tea market. Advances were recorded in the primary market in London of three cents per pound, and the local market followed upward two to three cents per pound. There was eager competition for existing stocks. Tea importers bought back from wholesalers stocks of tea at higher prices than quotations were being made previously to the retail trade. Package teas have advanced. Stocks of teas are light in this country. Shipping facilities in getting teas from India and Ceylon is one of the biggest factors in sending prices upward. Package teas are also in firm market and advances are anticipated in these lines. Sugar held steady in an uncertain market. There is considerable speculation as to the effect the German submarine policy may have on the shipment of raw sugars from the Island of Cuba. Business in sugar in Canada at the present time is on a hand-to-mouth basis. Flour remained unchanged during the week. Some fine samples of Spanish table figs have reached the Toronto market. These are the first to be brought to this market. Some cheap rice was offered to the wholesale trade in Toronto during the week through a Chicago brokerage firm who wanted to unload. This did not in reality reflect the condition in the primary market where the price is firm. Shelled walnuts from California also put in an appearance in Toronto for the first time. Although dark in appearance, they are of fine flavor.

Both dressed and live hogs were firmer in price and meat products were accordingly in firm tone. Creamery butter inclined to a weak market. Storage eggs are about cleaned out. Supplies of these have been exhausted about a month earlier than usual. About the only relief in sight is a larger production of new-laid eggs. With mild weather favoring the hens, this production would be reasonably sure. Cheese is in firm market. An advance has been recorded in one of the well-known brands of cigars. Another manufacturer of condensed and evaporated milk has increased the price. Business has been fairly good during the week.

QUEBEC MARKETS

MONTREAL, Feb. 6.—The week shows certain changes in Montreal market conditions, including an advance in potatoes, which is important to retailers, as the consumer is always on the alert in Montreal as regards potatoes, thanks to the kind attentions of the daily press. Wheat shows firmness, and flour is on the firm trend again. Some dried fruits are shaded up in price. Canned goods are very dull in market tone at present. Sugar shows a tendency to reviving strength, and may advance in price according to some views. The market for provisions is unaltered to any extent, and fish are likely to remain at the present price levels, though short in supply for the new Lenten demand now opening. A renewed demand for cereals has been noticed. First carload of new crop molasses has reached the market of Montreal, and first carload of Florida tomatoes also arrived, selling at fancy prices, $4 to $5 a crate. News of some frost damage to California oranges was received this week, extent not fully estimated. An absolute famine of charcoal exists in Montreal at present, and dealers are selling small bags of kindling wood instead.

Sugar Seems to Show More Strength

Montreal

SUGAR.—While there has been no change in sugar prices in Montreal since last week's decline, the market for sugar now begins to show some indication of firmness again. The reasons given are that production of sugar is actually considerably behind the records of last year in Cuba, in spite of the large crop. There is, according to recent reports, even as much as two hundred thousand tons of a shortage in production as compared with the production achieved at this period of last year. Centrals are coming rapidly into operation, and as many are working now as were working this time last year, but the output is not as great. Without venturing to predict in this uncertain market, there is a feeling present now that it would not be surprising if sugar showed an advance again before long. This, however, does not imply that to load up on sugar would be good policy, the old principle of hand-to-mouth buying to meet immediate requirements being still considered advisable on the advice of refiners themselves.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 30
Acadia Sugar Refinery, extra granulated	7 20
Wallaceburg sugar	7 20
Special icing, barrels	7 30
Yellow, No. 1	6 90
Powdered, barrels	7 40
Paris lumps, barrels	7 90
Crystal diamonds, barrels	7 90
Assorted tea cubes, boxes	7 90

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Little Doing in Canned Goods Now

Montreal

CANNED GOODS.—Canned goods are in uneventful market at present, with demand not particularly strong, and no alterations in prices to record, except in regard to one line—Canadian sardines, which have again registered an advance, going up 25c from $5.25 to $5.50 per case. In all the other lines of canned goods the prices quoted below maintain, but certain variations of price are still found occasionally, and there have even been vague hints heard that there might be rather easier prices for certain slow-moving canned goods. With California canned asparagus very little more costly for the consumer than Canadian canned tomatoes, there is believed by some to be room for stimulation of demand towards the spring. Whether this is merely a passing notion or an opinion which can be realized remains for time to prove. For the present prices are unchanged, and conditions are reported quiet.

Salmon Sockeye—	
1 lb. talls, cases 4 doz., per doz.	3 00
½ flats, cases 8 doz., per doz.	2 60

Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Dried Fruit Prices Show Some Changes

Montreal

DRIED FRUITS.—The scarcity of almost all lines of dried fruits, and the very high prices quoted for new crop so far, also the extreme uncertainty of the whole business of transportation for such fruits as are grown on the European side of the world, is having its effect on the market for dried fruits again, and though demand has not been of the most brisk lately, still prices show some changes upwards this week. Fancy table figs are higher in price per 10 lbs. package, being now $1.60, instead of $1.50. Old crop apricots are now worth 18c to 19c a pound, as compared with the former 16c to 17c per lb. Apricot slabs are worth 19c per lb., instead of 18c per lb. this week. Choice dried peaches are worth from 12c to 13c per lb., and choice pears are worth 15c per lb., which is a fair advance on the previous 13½c. Considerable orders for currants have been booked of late in the Maritime Provinces by Montreal brokers at opening prices, which are expected to be firmer than ever.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 12
Apples, choice winter, 50-lb. boxes	....	0 12
Apricots (old crop)	0 18	0 19
Slabs	....	0 19
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 12	0 13
Pears, choice	....	0 15
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanish (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11¼
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 12

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

WARNING TO SUBSCRIBERS.

Some months ago we decided to have returned soldiers look after the securing of new and renewal subscriptions, as far as possible, on our publications. These men have been very successful at the work, and with few exceptions have proven honest and reliable.

We are sorry, however, that it has become necessary to warn subscribers and others not to place business with a returned soldier named A. F. Clarke. He is tall, broad-shouldered, has protruding eyes, and is about 25 years of age. We believe he has with him another returned man by the name of Lewis, who is short and dark.

Subscribers are warned against giving renewals to these men, as they have not been turning in their orders for the past three or four weeks. You will confer a favor on us by calling us over the long distance immedfately and letting us know where these men are working.

THE MACLEAN PUBLISHING CO., LIMITED,
143 University Avenue,
Toronto - - - - - Ontario
Telephone Main 7324.

Molasses in Firm Market at Present

Montreal

MOLASSES AND SYRUPS.—New crop molasses supplies become necessary now to meet the requirements of the market, and the first carload of new crop fancy grade arrived in the middle of the present week, and was rapidly disposed of by one of the leading wholesalers handling this line at 65c per gallon. There are still in the hands of some wholesalers small stocks of last year's crop fancy molasses, and choice grade is not yet all exhausted. Arrivals of new crop molasses will, however, be few and far between for the present, and this condition means firm market right on until the end of the month at any rate. Railway embargoes have their effect, and render shipments uncertain. Demand is very good for fancy molasses. The corn syrup market keeps steadily firm, and there are transportation difficulties to contend with still. Maple syrup grows scarcer, and is in very firm market, as demand keeps quite brisk for this product:

	Prices for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 25
5 lb. tins, 1 doz. in case, case	3 65
10 lb. tins, ½ doz. in case, case	3 55
20 lb. tins, ¼ doz. in case, case	3 50
Barrels, about 700 lbs.	0 04½
Half barrels, about 350 lbs.	0 04¾
Quarter barrels, about 176 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 70
3 gallon wooden pails, 38½ lbs. each, per pail	2 40
5 gallon wooden pails, 65 lbs. each, per pail	3 70
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 75
5 lb. tins, 1 doz. in case, per case	4 15
10 lb. tins, ¼ doz. in case, per case	4 05
20 lb. tins, ¼ doz. in case, per case	4 00

War Risk Keeps Nut Market Firm

Montreal

NUTS.—The market for nuts is exceedingly strong, and though one large wholesale firm quoted a reduction of 2c a pound on shelled walnuts, making them 42c to 43c a pound, this range of prices is, as a matter of fact, exactly the same as that at which importers are quoting new crop shelled walnuts to the wholesaler. All nuts are in exceedingly firm market, and with the war risks rates practically quadrupled for certain cargoes expected across from France and Spain, the chances are all against any easing of the situation. In fact, if higher prices became the order of the day it would not cause surprise, and those who can buy good nuts at fairly moderate rates at present, and have a retail market for them, are doing commonsense marketing. The scarcity of soft shelled pecans is again remarked upon, and cocoanut products, especially the shredded cocoanut, is in very firm market also.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

Increase in Cost Of Canadian Beans

Montreal

BEANS.—An advance of 30c a bushel was noted in Canadian beans this week, three-pound pickers being affected to that extent. The market for beans has maintained extreme firmness for a considerable time now, and the present advance may perhaps herald the coming upon the market of rather better supplies of Canadian beans, as is usual towards March, when prices may slightly ease off. The price of Canadian three-pound pickers at present is $7.50 per bushel, and they are scarce. Beans from other sources of supply are also in quite firm market, and with small hopes held out so far for easier conditions.

Beans—		
Canadian 3-lb. pickers, per bushel	....	7 50
Canadian hand-picked	....	7 50
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Rice Prices Show Firmness: Bags Costly

Montreal

RICE AND TAPIOCA.—Although the market is very firm for rice, and though shippers of large quantities are charging 10c more for jute and other fabric bags, rice prices are not advanced since last week. The firmness of market is, however, intensified by the war situation, and there are possibilities that rice may go higher in price. Up to the present time this commodity has been keeping in very steady and moderate-priced market. Tapioca is also in very firm market very small supplies reported of pearl tapioca in primory market. Flake tapioca is said to be more plentiful and selling cheaper than small pearl of medium. Tapioca prices in Montreal are unchanged this week.

Rangoon rice, per 100 lbs.		4 30
"Texas" Carolina, per 100 lbs.		7 00
Real Carolina, per 100 lbs.	7 50	8 00
Patna (fancy)		7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	0 10	0 10½

Cocoa and Kindred Products Unchanged

Montreal

COCOA.—The market for cocoa and for chocolate keeps at normal, as recorded last week, with anticipations turned towards slightly reduced demand for chocolate confections during Lent. No change has been made in cocoa prices, either for the bulk or for the canned varieties, and in all respects the market keeps uneventful for the present week. There was some hint that U. S. embroilment in the war might firm things up a little or make for market difficulties, but this is not very positively voiced.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Coffee Market Still Marked by Dullness

Montreal—

COFFEE.—Conditions affecting coffee are as recorded during the past week and there seems to be little prospect of any immediate change in prices or market. The great consuming demand of Europe for coffee is totally upset, and until this is restored supplies of coffee must continue in excess of demand, thus holding prices at normal low figures of to-day as contrasted with so many foodstuffs. Some expectation of increased demand due to the entry of America into the war if necessitated by German action at sea, and uprisings in Mexico may be regarded as of small moment as actually affecting the market since coffee consumption will not be greatly increased even by large U. S. Government orders for this beverage, and although U. S. army needs require ten times as much coffee as of tea.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Market For Tea Exceptionally Firm

Montreal

TEA.—Little can be said now as regards tea except that more firmness is certainly in the future with affairs in their present condition. Shipments are so slow in arrival, even after having been safely landed on this continent, that firms are holding on to stocks against the needs of their regular customers, and prices are keeping very firm. Some ship loads of tea have been on the way since October, and are not traceable with any certainty though believed to be still on the way after transshipment. Some car loads of tea are totally untraceable amidst the congestions of railway yards in the United States. Retail demand for tea is good, and the retailers are buying very briskly also to keep their supplies up to needs of the immediate future. It is thought that the heavy buyings of the early part of the past year are now fully reduced and this is a factor likely also to keep the market firm.

Pekoe Souchongs, per lb.	0 26	0 27
Pekoes, per lb.	0 29	0 31
Orange Pekoes	0 32	0 35

Spice Market is An Eventful One

Montreal

SPICES.—Everything is pointing to renewed firmness in spices this week. The situation affecting America as regards the war has disturbed New York markets, from which the largest amounts of spices for Montreal are secured as a rule, and the shortage of ship space is making itself felt steadily. Peppers are particularly firm, and high prices for peppers both white and black, are predicted to prevail for some time in market view. Cloves are in most uncertain condition of supply, and may record all kinds of ups and downs in the immediate future. There are very small supplies available on spot at present. Nutmegs are in quieter market. Cassias do not show much activity immediately. Ceylon cinnamon being rather hard to get. Ginger supplies are said to be rapidly decreasing at present, with small hope of abundant renewal, and the seeds are all in uncertain and excited market at present, with firmness always predictable.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 87	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—45 to 50c.			
Ginger (pure)	....—0 20	....—....	....—....
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	....—0 28	....—1 16	....—0 28
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 45	....—0 80
Peppers, black	....—0 30	0 87—0 95	....—0 40
Peppers, white	....—0 37	1 17—1 22	....—0 39
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 20—0 22	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....
Lower prices for pails, boxes or bailers when delivery can be secured.			
Cardamom seed, per lb., bulk		2 00	2 50
Carraway, Dutch (nominal)		....	0 60
Cinnamon, China, lb.		0 18	0 25
Mustard seed, bulk		....	0 25
Celery seed, bulk		0 36	0 46
Shredded cocoanut, in pails		0 21	0 23
Cinnamon, per lb., 35c.			
Pimento, whole		....	12-15

Another Advance in Potatoes This Week

Montreal

FRUIT AND VEGETABLES.—Potatoes have again advanced due to shortage of supply, the effects of the crop failure being felt unmistakably now that supplies run lower, and the loss of cars which got frozen in transit or in yards has made a difference. The price quoted for potatoes is now $2.60 per bag of 80 lbs. Spanish onions have advaneed this week to $7 per erate, a smaller size called "quarter" crate selling at $2.50 and proving a popular package. Cape Cod cranberries are up to $13 per barrel. Leeks have advanced to $2.40 per doz. bunches. Some lines of apples have recorded advanees this week, McIntosh Red being up 50 cents for the No. 1's, and Russetts recording a similar advance. Demand for the various fruits and vegetables keeps rather quiet in general opinion, but oranges are going strong.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	1 60	3 00
Oranges (Floridas)	3 00	3 25
Oranges (Calif.)	....	3 50
Lemons	2 50	3 50

	No. 1	No. 2
Wealthy Apples	4 50	5 50
McIntosh Red, per bbl.	8 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Apples—		
Wagners	6 00	5 50
Russets	7 00	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (California) crate	....	9 00
Onions, red, per bag (75 lbs.)	....	3 00
Onions, Spanish, per crate	....	7 00
Onions, Spanish, ¼ crate	....	2 50
Potatoes, per bag (80 lbs.)	....	2 60
Carrots, per bag	....	1 00
Beets, per bag	....	1 25
Parsnips	....	1 25
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	1 75
Tomatoes, hothouse, lb.	....	0 25
Tomatoes (Bahama), per crate (40 lbs.)	2 50	3 75
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	4 50
Cranberries (Cape Cod), barrel	....	13 00
Beans, U.S. wax, basket	....	4 00
Beans, U.S. green, basket	....	3 50
Leeks, per doz. bunches	....	2 40
Parsley, doz.	0 50	1 00
Mint, doz.	....	0 50
Watercress, doz.	....	0 50

Fish Supply Outlook For Lenten Season

Montreal

FISH.—In view of the Lenten season which will be here very shortly, the market anticipates mueh activity from now on in all lines of fish that are available for merchandising. Supplies as a whole

are of good proportions, and probably will prove sufficient to prevent any further advances in prices. It is expected that the high cost of other kinds of foods, and the coincidence of Lent will augment demand for fish considerably; on the other hand, as thrift is being widely preached this might reduce demand to some extent. However, the fish trade generally is looking with confidence to a good share of business for Lent. In the frozen lines of fish, halibut and haddock are not very plentiful, but keep in fairly good supply. There are plentiful stocks of frozen herring, frozen salmon, haddies, bloaters, pickled Labrador herrings, Labrador salmon, codfish and so forth. Where any scarcity will be principally felt will be in halibut, and lake fish such as dore and pike. Oyster trade is fairly good, but without any special feature. Current prices are as under:—

SMOKED FISH		
Haddies	0 11	0 12
Haddies, fillet	....	0 18
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40

SALTED AND PICKLED FISH	
Herring (Labrador), per lb.	9 00
Salmon (Labradmor), per bbl.	20 00
Salmon (B. C. Red)	16 00
Sea Trout, red and pale per bbl.	16 00
Green Cod, No. 1, per bbl.	14 00
Mackerel, No. I, per bbl.	21 00
Codfish (Skinless), (100-lb. box)	9 00
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box	1 80

SHRIMPS, LOBSTERS	
Lobsters, medium and large, lb.	0 50
Prawns, Imperial gal.	3 00
Shrimps, Imperial gal.	2 50
Scallops	3 00

FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.		.09
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20

FRESH FROZEN LAKE FISH.		
Pike, lb.	0 08	0 09
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00

FRESH FISH.		
Haddock	....	0 10
Steak Cod	0 10	0 12
Market Cod	....	0 08½
Carp	0 10	0 11

ONTARIO MARKETS

TORONTO, Feb. 8.—Teas have been in a very active market with advances of two to three cents per pound recorded on bulk and 4c per pound on packet. Sugar and flour held steady in price but further declines in sugar are still anticipated unless the submarine policy of Germany puts an entirely different complexion on the shipping situation. Some California shelled walnuts reached the market during the week. These are the first to be brought in in any quantity. Spanish table figs were also one of the new arrivals in the market. There were advances in Tuckett's brands of cigars. Malcolm's condensed and evaporated milk were advanced during the week. Live and dressed hogs were higher in price. Butter registered a decline of 1c per pound for creamery. Eggs were in an erratic market. Storage eggs are about exhausted. Cheese is in a firm market. Honey supplies are growing less with no available source from which to replenish them.

Submarine Warfare May Affect Sugar Export

Toronto

SUGAR.—There is uncertainty in the sugar market owing to the avowed intention of Germany of carrying on a ruthless submarine warfare. It is feared such a submarine policy might have the effect of reducing exports of raw sugars and so keep meltings down to a point where they would be easily absorbed. Arrivals of raw sugars at the United States ports during the past week were approximately 30,000 tons in excess of the melting. At this rate there would soon be an accumulation of sugars. The course of raw sugar during the week has been downward with free offerings at 4.89c duty paid. American refiners, however, found offerings so large at this figure that they withdrew from the market. There followed a decline to 4.83c duty paid at which point two lots of raws were sold to speculators. Grinding on the Island of Cuba has been active during the week. There are now 173 centrals grinding as compared with 172 at the same period last year. New factories are being opened every week and the point of maximum production is rapidly approaching. Reports on the condition of the yield state that the sugar content of the juice is good but that the canes are comparatively light. For this reason it is expected. the yield will not be as heavy as at first anticipated. Buying in the Canadian market has been from a hand to mouth nature in anticipation of lower-priced sugar. Demand has nevertheless been fairly good.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 38
Acadia Sugar Refinery, extra granulated	7 28
Dominion Sugar Refinery, extra granulated	7 28
Yellow, No. 1	6 98
Special icing, barrels	7 58
Powdered, barrels	7 48
Paris lumps, barrels	7 98
Assorted tea cubes, boxes	7 98

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Cigars Registered Big Advance in Week

Toronto

CIGARS, CONDENSED MILK.—An advance of from $4 to $6 per thousand has been made in the price of Tuckett's cigars. One of the well-known brands, the Marguerite, now sells at $60 per thousand less 10 per cent. as compared with the former price of $50 net. In the club special the new quotation is $68 less 10 per cent. discount for quantities of twenty-five hundred and more. The former price of this grade was $58 net. Part of the increase has been necessitated, it is asserted, through the necessity of the manufacturers having to pay an extra $1 per thousand to their cigar-makers. A recent strike of the cigar-makers was settled on the basis of such an advance. Cigarettes and tobaccos have not been advanced. Another brand of condensed and evaporated milks has been advanced during the week. Malcolm's evaporated milk in the family size has been increased to $4.50 per case of four dozen. St. George hotel size has been increased to $5.15 per case. Banner condensed milk is now quoted at $7 per case, Princess at $6.40, St. George condensed coffee at $5.25 per case of two dozen.

Bulk Molasses in Kegs Has Advanced

Toronto

MOLASSES AND SYRUPS.—Bulk molasses in ten-gallon kegs has been advanced to 50c per gallon by some wholesalers. Bulk molasses in barrels and half barrels as yet has not been advanced. There is a firmness in the market following the advance of 50c per case in all molasses in tins, which was announced last week. In the United States the New Orleans molasses has advanced 1c per gallon in the primary market. Shipments of molasses from Eastern Canada which have been long-delayed on account of snowstorms and congestions generally on the railways, has arrived in the market and is affording a measure of relief from the shortage of goods that has prevailed for some time past. Cane syrups and corn syrups held steady in price with a fair demand reported.

Corn Syrups—		
Barrels, per lb.		0 04½
Cases, 2-lb. tins, 2 doz. in case		3 25
Cases, 5-lb. tins, 1 doz. in case		3 65
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, lb., 5¼c; ½ bbls.		0 05¾
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, half barrels, gal.	0 42	0 44
West India, 10-gal. kegs	....	0 50
West India, 2-lb. tins, 36 in case	....	3 50

Inquiry for Canned Goods From Wholesalers

Toronto

CANNED GOODS.—Inquiry for canned tomatoes on the part of some wholesalers during the week would seem to indicate that stocks of those are growing less and that there is a fairly good consumptive demand. There are also fairly large quantities of cohoe salmon going into consumption. Prices of canned goods have held steady during the week.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lh. talls, cases 4 doz., per doz.	3 00	3 25
½ flats, cases 8 doz., per doz.	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lh. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 80
Pinks, ½-lh. tins	....	1 00
Cohoes, 1-lh. talls	....	2 50
Red Springs, 1-lh. talls	....	2 00
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	....	1 35
Asparagus tips	....	3 00
Corn, 2's, doz.	1 50	1 60
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawherries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 25	2 50
Do., 1s, doz.	....	1 45

Spanish Table Figs Are Very Fine Sample

Toronto

DRIED FRUITS. — The first shipment of Spanish table figs to arrive in this market has proved to be fine specimens of fruit. There is a delicious flavor about these figs that is hard to surpass. New prices on candied peels have not yet been announced but it is expected the American dealers will issue their prices within the next month or six weeks. Last year the English dealers were much later and as a consequence considerable business was lost to them. Sorting orders in prunes have been placed with importers which is earlier than usual for this class of trade. This would seem to indicate that stocks locally are beginning to be reduced. Three cars of Spanish Valencia raisins arrived during the past week. These will be the last shipments of this fruit for this season. Dates that are on the way and due to arrive during the first part of March will in all probability cause easier prices. California bleached raisins are slightly easier in price being quoted from 14½c to 15c.

Apples, evaporated, per lh.	0 11½	0 12
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lh.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lh.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	3 10	3 25
Dromedary dates, 3 doz. in case	3 85	4 00
Hallowee, per lh.	0 11	0 12
Figs—		
Taps, lh.	0 05½	0 07
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-60s, per lb., 25's, faced	0 12½	...
50-60s, per lh., 25's, faced	0 12	....
60-70s, per lh., 25's, faced	0 11½	....
70-80s, per lh., 2s, faced	0 09½	0 11
Peaches—		
Choice, 50-lb. hoxes	0 11	0 12
Stds., 50-lh. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lh.	0 14½	0 15
Valencia, Cal.	0 10½	0 11
Valencia, Spanish	0 10½	0 12
Seeded, fancy, 1-lh. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Brokers Buying Back Teas at High Prices

Toronto

TEAS.—The tea market continues in great strength. In some cases importers have exhausted their stocks and have been endeavoring to buy back from wholesalers teas at higher prices than were recently being quoted to the retail trade. Cable advices stated that the cheapest tea that could be bought in London during the week was 30c per pound. This would represent a cost of 33c per pound to lay down in this market. There are rumors of an embargo being placed on stocks of teas held in the British Isles. If such a condition develops the situation locally will become more acute. Teas are reaching the London markets very slowly owing to the freight situation. There have been advances of 2c to 3c per pound on all grades of teas locally with the market in very firm tone. There has been a heavy demand for teas from the consuming public during the past two weeks. One wholesale firm reported they had sold more bulk tea in the past two weeks than they had sold in the previous six months. Stocks of teas are not heavy. Higher prices are anticipated. Package teas are also in firm market and advances of 4c per pound to the wholesale trade and 5c per pound to the consumer have taken place on Salada teas. Red Rose tea had not advanced at time of going to press, but higher prices seem certain.

	Per lh.	
Pekoe Souchongs	0 28	0 30
Pekoes	0 30	0 32

OBEY THAT IMPULSE!

You have thought about that Fruit Window Contest.

You decided that you would attend to it to-morrow.

But when to-morrow faded into to-day you lost track of that idea, and you told Bill to "fix that window up anyway; just throw anything into it and hurry up with those orders." Thus are many of our best impulses dissipated by the necessity of the moment.

This is a solemn thought and one that we would not dwell upon. Therefore, the next time you have a hunch that it would be well to dress that fruit window for the Canadian Grocer Contest, gather your Orange and Grape fruit around you and get to work.

Do not procrastinate, which means keep your mind pinned on that window trim till the task is finished, and a polite note sent to the photographer requesting his attendance. Then you can pin it on whatsoever else you will. Remember though. Obey that Impulse.

Orange Pekoes	0 32	0 36
Broken Pekoes	0 35	0 37
Broken Orange Pekoes	0 38	0 40

These prices do not indicate the wide range in the values. They are for good medium grades, and meant to give some indication of price movements.

Coffee Holds Uncertain On Turn War Has Taken

Toronto

COFFEE.—With the strong possibility of United States becoming involved in the war there is uncertainty as to the effect such a condition would bring about. There are those who hold that her entry into hostilities would shorten the war and hence bring about the time when there will be a much heavier demand from the enemy powers. But the opposite view is held by the bearish element in the primary market who are of the opinion that the end of the war cannot yet be foreseen. Demand has been good locally but there has been no disposition to change prices.

Bogotas, lh.	0 28	0 30
Maracaiho, lh.	0 25	0 28
Mexican, lh.	0 27	0 31
Jamaica, lh.	0 26	0 27
Mocha, Arabian, lh.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lh.	0 25	0 26
Chicory, lh.	0 14	0 17

Submarine Policy May Mean Higher Spices

Toronto

SPICES.—Fears are entertained that the submarine policy announced by Germany will have the effect making higher prices in cloves through the necessity of higher freight rates and marine insurance. Pepper is in firm market but prices hold steady locally. Stocks of spices of nearly all kinds are light and the buying has been of a hand to mouth nature. Demand, however, has been good.

	Per lh.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	0 22	0 25
Peppers, white	0 38	0 42
Peppers, black	0 28	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	....	0 25
Carraway seed, whole	0 55	0 75
Cream of Tartar—		
French, pure	0 48	0 50
American high test	0 53	0 55

California Shelled Walnuts Reach Market

Toronto

NUTS.—A consignment of California shelled walnuts reached the local market during the week and is being sold at 26c per pound. These are practically the first to be brought into this market with the exception of small quantities last year. These nuts are finding a ready sale with bakers and confectioners. The outer skin of the nut is dark in appearance but the nuts have a fine flavor and are quite sweet. The

importer gives it as his opinion that they will be good keepers owing to the fact that they do not contain quite as much oil as some other brands of shelled walnuts. The retail trade has not as yet tried these nuts out to any extent. They are comparatively cheap when contrasted with other varieties of shelled walnuts. The market for nuts in the shell continues quiet.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	5 75
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	....	0 26
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Some Cheaper Southern Rice in Local Market

Toronto

RICE AND TAPIOCA.—Some rice produced in the Southern United States, notably the Texas Javas, was being offered to the wholesale trade at comparatively cheap prices, representing ⅞c lower than recent quotations. This price in reality, however, does not represent the true condition in the primary market as there is a firm tone there. A large brokerage firm in Chicago had purchased heavily in rice and was willing to make a sacrifice in order to get rid of some of their holdings. Tapioca is in firm market. Rumors that have not yet been confirmed are current to the effect that there is an embargo on Singapore tapioca coming by way of New York. There is a good demand for rice. Tapioca prices are quoted up to 11c in certain instances.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10	0 11

Lima Beans Up ¼c In Primary Market

Toronto

BEANS.—Lima beans are in firm market in the primary market in California and were quoted ¼c per pound higher there during the week. In the local market some importing houses were quoting at a higher price than wholesalers are quoting today to the retail trade in certain instances. There are predictions in some circles that lima beans will be selling 2c per pound higher in California by August 1 than they are to-day. There has been a big crop of these beans in California but the demand has been exceptionally heavy. White beans are in good demand and in certain instances are quoted 25c higher at $7.25 per bushel. There has been considerable buying of Rangoons during the week.

Ontario, 1-lb. to 2-lb. pickers, bush.	6 75	7 25
Rangoon, per bushel	5 90	6 00
Japanese, per bushel	....	6 00
Limas, per pound	0 10	0 11

Package Cereal Prices Have Been Maintained

Toronto

PACKAGES.—There is little improvement in the railway situation to help manufacturers of corn products such as starch get their supplies of raw materials. This commodity is accordingly in firm market. There has been a good demand for package cereals of all kinds and prices have been maintained during the week.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 35	1 60
Rolled oats, square case	4 75	4 85
Shredded wheat, case	....	3 60
Cornstarch, No. 1, pound cartons	....	0 08½
No. 2, pound cartons	....	0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Car Shortage Affects Arrivals in Fish Market

Toronto

FISH AND OYSTERS.—Fish supplies of all kinds have been light during the week owing to the increased demand for consumption by the armies and also to the difficulty in getting cars to move available stocks. Halibut, pike, goldeyes, tullibees and haddies are accordingly light stocks. Some dealers have been unable to get any supplies of haddie fillets whatever. Prices for these have in consequence increased 1c per pound and where they are available are being quoted at 16c per pound. There is a good demand for fish of all kinds.

SMOKED FISH.		
Ciscoes, per lb.	0 14	0 15
Haddies, per lb., new cured	0 12½	0 13
Haddies, fillets, per lb.	....	0 16
Kippered herring, per box	1 60	1 75
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
PICKLED AND DRIED FISH.		
Labrador herring, keg	....	4 50
Labrador herring, barrel	....	8 50
Salt mackerel, kits	....	2 25
Quail on toast, lb.	....	0 10
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 15	0 15½
Coboe almon (red), frozen	0 14½	0 15
Qualla salmon (pink), frozen	0 10	0 10½
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	0 11	0 13
FRESH LAKE FISH.		
Pike, lb.	....	0 08
Whitefish, lb., frozen	0 11½	0 12
Goldeyes, lb.	0 07	0 08
Pickerel, lb.	0 11½	0 12
Herrings, frozen, Lake Superior	....	0 05
Tullibees, lb.	0 08	0 08½
Yelow pickerel	0 11½	0 12
Smelts, No. 1, lb.	....	0 13
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Shell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Messina Lemons Are Again Firm in Price

Toronto

FRUIT.—A car of Cuban pineapple reached the market during the week and are selling at $4.25 to $4.50 per case. Apples are firmer in price and are quoted up 50c per barrel for No. 1's. Florida grapefruit is firmer in price, the lowest quotation of last week being moved up 25c per case. Messina lemons are firm and are quoted 25c per case higher than last week at $3.50 to $3.75. Rhubarb is quoted down 25c per dozen bunches. Some strawberries in the market sold as low as 45c per quart. Demand for this fruit was not heavy and the price was easier in consequence. Oranges are moving quite freely and grapefruit is finding good sale.

Apples—		
Barrel	3 25	6 50
Spys, No. 1	6 00	7 00
Spys, No. 2	....	5 50
Boxes, American	2 35	2 50
Boxes, B.C.	2 35	2 50
Bananas, bunch	1 25	2 00
Cranberries, bbl.	10 50	11 00
Boxes, 28-qt.	3 75	4 00
Oranges—		
Cal. Navels	2 75	3 50
Tangerines, Florida, case	....	2 50
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 75	4 25
Grapefruit, Cuban	....	3 25
Porto Rican, case	3 00	3 25
Lemons, Cal., case	....	4 00
Messinas, case	3 50	3 75
Pineapples, Porto Rican	4 50	5 00
Cuban, case	4 00	4 50
Rhubarb, doz. bunches	1 00	1 25
Strawberries, 1-qt.	0 45	0 60

Florida Tomatoes Are Now in Market

Toronto

VEGETABLES.—A car of Florida tomatoes arrived in the market during the week and are selling at $5 to $6 per carrier of six baskets. Florida head lettuce is quoted up in price, the range being from $3.50 to $5 per hamper. Spanish onions are firm at $6 per crate, the lower-priced onions disappearing during the week. Half cases are also quoted higher at $3.75. B.C. onions in sacks are quoted firm at $5, while some Ontario onions were in the market and sold at $4 to $4.50 per 75-lb. sack. New Brunswick potatoes are quoted at a range of $3 to $3.15 per sack. This represents an advance of 15c to 25c. Ontario or British Columbia potatoes were off the market. Green peppers are quoted at 60c dozen.

Artichokes, Cal. French, doz.	1 00	1 25
Beans, green string, hamper	....	6 50
Beets, bag	....	2 00
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 50	2 75
Cauliflower, Cal., 18 to 24 in box	....	4 00
Do., half box	....	2 00
Carrots, bag	1 25	1 60
New, hamper	....	1 50
Celery, California, case	7 50	8 00
Florida, half case	....	3 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Per pound	....	0 17
Florida head lettuce, hamper	3 50	5 00
Mushrooms, 4 lbs.	2 00	2 50
Onions—		
Spanish, crate, 120 lbs.	....	6 00
Spanish, half cases	....	3 75
Spanish, small crate	....	2 00
B. C. onions, 100-lb. sack	....	5 00
Ontario onions, 75-lb. sack	4 00	4 50
Green, per bunch	....	0 75
Potatoes—		
N. Brunswick, Delawares, 90-lb. sacks	3 00	3 15
Sweet, New Jersey, hamper	2 15	2 25
Parsnips, bag	....	2 00
Green peppers, doz.	....	0 60
Tomatoes, Florida, 6-basket carriers	5 00	6 00
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	....	0 75
Turnips, yellow	0 75	0 85

MANITOBA MARKETS

WINNIPEG, February 7.—This is a time, like when the war broke out, when it is difficult to talk about the markets with any certainty. For example, last week, the wheat market dropped away down on receipt of News that the Germans would renew their sub. warfare, and flour followed it to 8.60 basis for first patents. Immediately it became known that the United States had handed the German Ambassador his passport, the wheat market jumped eight or nine points in a very short time. A large broker, speaking on the situation, stated that local houses were very fortunate in that they were carrying large stocks at a time when it would be increasingly difficult to get deliveries of anything imported from Europe or the United States.

B.C. cane syrup took an appreciable jump this week; the reason given for this is cost of tin plate and glass. Sugar is going down, but there are other factors. Retailers may look for higher prices on matches. A local jobber states that, if the proposed increase goes into effect, the dealer will be compelled to sell the ordinary 5c box at three for a quarter. There is an advance in Borden's milk, amounting to about 50c per case on condensed, and 15c per case on St. Charles evaporated. The following are some of the new prices on a number of big sellers: Reindeer Brand 48 cans $7.70; Gold Seal Purity $6.95. Hotel evaporated, 24 cans. $5.20. Reindeer condensed coffee 24 cans $5.60; ditto Regal Brand $5.15; Cocoa Reindeer brand 24 cans $5.30.

SUGAR.—There was a further decline last week, the price of standard granulated dropping to $8.00 basis. There was a pronounced feeling among the trade that a further drop would take place, although it was also felt that the new submarine situation might alter things somewhat. Dealers in the country are buying very carefully.

Winnipeg

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 00
Extra ground or icing, boxes	8 85
Extra ground or icing, bbls.	8 65
Powdered, boxes	8 65
Powdered, bbls.	8 45
Hard lump (100-lb. case)	8 95
Montreal yellow, bags	7 60
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 05
Halves, 90 lbs., per cwt.	8 15
Bales, 20 lbs., per cwt.	8 15
Powdered, 50s	8 70
Powdered, 25s	8 95
Icing, barrels	8 70
Icing, 50s	8 90
Cut loaf, barrels	8 90
Cut loaf, 50s	9 10
Cut loaf, 25s	9 35
Sugar, British Columbia—	
Extra granulated sugar	8 00
Bar sugar, bbls.	8 05
Bar sugar, boxes, 25s	8 45
Icing sugar, bbls.	8 15
Icing sugar, boxes, 50s	8 35
H. P. lumps, 60-lb. cases	8 85
H. P. lumps, 25-lb. boxes	9 10
Yellow, in bags	7 55

B.C. Cane Syrup Up, Due to Dearer Containers

Winnipeg

SYRUP.—A rather surprising advance was announced this week—an advance in Rogers' golden syrup. This advance was announced about the same time as a decline sugar. It is very plain, however, that with the high cost of tin plate and glass jars, an advance was inevitable. It amounts to 30c per case on 2's, 25c on 5's and 10's, 20c on 20's, and 25c on glass. The new prices are:—2 lb. 24 to case, $4.10; 5 lb. 12 to case, $4.70; 10 lb. six to case, $4.40; 20 lb., 3 to case, $4.25; 3 lb. 12 jars to case, $3.40.

B. C. Cane Syrup—	
2-lb. tins, 2 doz. to case, per case	4 10
5-lb. tins, 1 doz. to case, per case	4 70
10-lb... tins, ½ doz. to case, per case	4 40
20-lb. tins, 3 tins to case, per case	4 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Letbbridge. For Saskatoon tbey are 5c case bigber.)

	Per gal.
Molasses—	
Barbadoes, ½ bbls., per gal.	0 70
New Orleans, ½ bbls., gal.	0 46

Some Split Peas at $6.60; Beans Tending Upward

DRIED VEGETABLES.—There is still a tendency for local wholesalers to put up their prices on beans. They also report split peas hard to procure. One house, which bought peas well, and is able to sell at $6.60, is not anxious to sell many at this figure. Whole peas bring $4.00 per bushel.

DRIED FRUITS.—The dealer will do well to give some attention to prunes, which are getting stiffer every day, especially small sizes. Most jobbers are putting their quotations up about half a cent all round. All dried fruits are keeping fairly steady.

Canned Fruits Selling; Big Vegetable Stocks

CANNED GOODS.—It was stated two weeks ago that tomatoes, 2½'s were being offered by a local house at $3.80. This offer was made simply to stimulate trade, which it did only slightly. The price has been put back to $4.00 Some of the figures submitted by brokers regarding the falling off in consumption of canned goods are remarkable, and there is no wonder that some houses are willing to let tomatoes go at a lower figure. One broker states that while he believe that canned goods may come down, he does not see any reason for fear, as the demand is bound to pick up again soon, as both farmers and city people bought heavily, by the case, and their supplies will run out before long. Many consumers last fall became scared that prices were going too high, and are holding on with the hope that canned goods will have to come down. Anyway, a big demand comes in March, April and May. A fact which makes it more than likely that prices will continue to be shaded is that most jobbers are carrying heavy stocks, and some of them old stock.

Bitter Oranges in. Palermos $7; Jap. $3.50

Winnipeg

FRUIT AND VEGETABLES.—On account of the cold weather, dealers early this week were expecting cabbages to go higher than $4.10 per cwt. Dealers tried to get hold of California stuff, but had difficulty getting any. Strawberries because of the extreme cold show no inclination to decline, but stand around 60c per box. Bitter oranges are the newest thing on the market; Palermo bitters, which are the nearest thing to Sevilles offering, are bringing big prices —$7.00 per case of 200. There are some Japanese offering at $3.50 per case of about 60 lbs. Carrots are short on account of the cold weather, and are selling as high as $1.00 per bushel. The orange market is quiet, prices varying from $3.00 to $3.25 for both Floridas and navels.

Brussels sprouts, lb.	....	0 25
Manitoba potatoes, 10-busbel lots	....	1 20
Manitoba potatoes, carlots, busb., f.o.b. Winnipeg	....	1 00
Celery, Cal., doz.	....	1 50
Carrots, bushel	....	1 00
Turnips, busbel	....	0 60
Onions, per cwt.	....	4 00
Cabbage, per cwt.	....	4 10
Cauliflower, Cal., case	5 00	5 00
Head lettuce, Cal., crate	....	4 75
Head lettuce, Florida, bamper 3 doz.	....	5 50
Imported musbrooms	....	0 90
Sweet potatoes, bamper	....	5 00
Tomatoes, Florida, basket	....	1 50
Fruits—		
Oranges, navels, case	3 00	3 25
Oranges, Florida, box	3 00	3 25
Oranges, bitter, Palermos, case 200	....	7 00
Oranges, bitter, Japanese, case 60 lbs.	....	3 50
Lemons	....	5 00
Grape fruit	....	4 50
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	5 50	6 00
Ontario apples, No. 3	....	4 50
Jonathans, Washington, box	1 75	2 25
Wine Saps, box	2 00	2 25
Rome Beauties, box	....	2 00
B.C. McIntosh Reds, No. 1	....	2 25
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 00
Pears, D'Anjou, box	....	4 50
Strawberries, box	....	0 60
Bananas, lb.	....	0 05½

Only Halibut Scarce; Little Poultry Moving

Winnipeg

FISH AND POULTRY.—Dealers report business good. There is no scarcity of any line of fish now, unless it be halibut. With Lent near at hand, everybody is looking forward to a brisk demand. There is no poultry moving, very little coming in.

Oysters, Imperial gallon	3 00
Whitefisb	0 10
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 20
Smoked fillets	0 17
Sea herring	0 07½

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Feb. 6.—The market for sour oranges is firm, and there is a strong possibility that marmalade oranges may advance in the near future. Flour is also strong, with a tendency to advance, being now quoted on a basis of $9.20 per barrel for No. 1 patents. Sugar holds steady. Blue Ribbon tea has advanced 1c, and is now selling at 39c per pound. Molasses extra, fancy, has advanced ½c per gallon. In tins the price of case molasses is $3.55 for 2 lbs., $4.70 for 3 lbs., $4.65 for 5-lb. tins, $3.75 for 10-lb. tins, $3.55 for 5-gallon casks. Evaporated milk in family size is quoted at $5.10, hotel size at $5.50, Reindeer condensed at $8, Eagle brand at $8.35, Goldfield at $7.35, Canada First at $7.30, Silver Cow at $7.50 per case. Eggs, extras, are selling at 40c per dozen, with No. 1 quoted at 35c. Dairy butter is quoted at 31c.

EDMONTON:

Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	....	9 20
Molasses, extra fancy, gal.	....	0 77½
Rolled oats, 80s, basis	....	3 40
Rice, Siam, lb.	....	0 04½
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1, Ontario, large	....	0 26
Butter, creamery, lb.	....	0 45
Butter, dairy, lb.	....	0 35
Lard, pure, 3s, per case	....	12 90
Bacon, smoked backs, lb.	....	0 26½
Bacon, smoked sides, lb.	....	0 26½
Eggs, extras	....	0 40
Eggs, No. 1	....	0 35
Eggs, storage, case	....	11 50
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 50
Raspberries, 2s, Ontario, case	....	5 60
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case	....	13 50
Salmon, pink, talls, case	....	5 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Feb. 6.—Flour has been unsteady for the past week, having dropped 20c per barrel, but recovered again, and is now quoted at $4.60 for 98's. Rolled oats declined 20c, and are now quoted at $3.20 for 80-lb. bags. Molasses has advanced 50c per case. All sizes of cane syrup are also increased on an average 30c per case. Some brands of package teas have advanced 2c per pound, and the same advance is likely to take place on all brands. Lard is ½c per pound higher, 3's now being quoted at $13.50. New-laid eggs have been hard to get at 60c per dozen. Storage eggs are about cleaned up. Canned clams, domestic sardines and pumpkin in gallon cans record advances during the week.

CALGARY:

Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s, per bbl.	....	9 20
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 20
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1 Ontario, large	....	0 27
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	13 50
Bacon, smoked backs, lb.	....	0 26
Bacon, smoked sides, lb.	....	0 26
Eggs, new-laid, doz.	....	0 45
Eggs, storage, case	11 00	12 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a.cse	5 00	5 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 6.—Wholesalers' records show month of January to have been unusually heavy from point of trade, the volume of business being in excess of the same month in recent years in most cases. Conditions throughout the trade are good, and there have been few failures, a situation which dealers do not expect to be so encouraging when the final slump in prices comes and merchants may have stocks of goods for which high prices have been paid. In consequence of this tendency caution is being exercised in buying. Sugar remained stationary during the week. Buyers have been holding off in expectation of another decline. The rise in wheat has stimulated flour buying in an effort to stock up before prices are adjusted to the new conditions. Dairy products are firm at quotations of last week, with the tendency toward higher levels. Fish, both frozen and cured, is scarce and high. Stocks are low and arrangements in anticipation of Lent are helping to stiffen prices still further. Prospects are that fish will be unusually scarce and dear for Lenten season. American clear pork shows $1 increase, and is now quoted at $41.50 and $42. Corned beef is slightly easier at $2.80 to $3.50. Potatoes took a sudden jump during the week, and are now quoted at $4.75 to $5, an advance of $1 per barrel. Cold weather continues, and has held up shipments of potatoes, but dealers regard the price as due also to an actual shortage of stock.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Manitoba..	....	10 50
Ontario	....	9 55
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 50
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 60	0 61
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00
Beans, yellow-eyed	....	7 00
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 45	7 50
United Empire	7 35	7 40
Brigbt yellow	7 25	7 30
No. 1 yellow	7 05	7 10
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 25	0 25½
Eggs, new laid	0 45	0 50
Eggs, case	0 39	0 42
Roll bacon	0 25	0 26
Breakfast bacon	0 26	0 27
Butter, dairy, per lb.	0 38	0 41
Lard, pure, lb.	0 22	0 22¼
Lard, compound	0 17¾	0 18
American clear pork	41 50	42 00
Beef, corned, 1s	2 80	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Cohoes, case	....	9 00
Salmon, Chums	4 75	5 00
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 11½
Raisins, fancy, lb.	....	0 12
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	....	0 10
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11¾	0 12
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 00	4 50
Lemons, Cal., box	4 50	5 00
Oranges, Cal., box	3 25	4 00
Grapes, Malaga, keg	6 00	7 00
Grapefruit, each	0 04	0 04½
Potatoes, bbl.	4 75	5 00

IMPROVED FACILITIES FOR HANDLING FISH

(Continued from page 24.)

be found for their shipment. Those who gave orders for them in the cities, and could not get them by the first shipment had to take them by the next day's shipment or do without. This meant a huge hindrance to the trade for tomorrow's fish are never as saleable as fish shipped to-day. The whole idea of fish transportation is speed. The trade must have the fish delivered in time for Friday's markets, or (with Tuesday now a Fish Day) in time for Tuesday's markets, or it is no good. At present the time fish takes to travel from Halifax to Montreal is 28 hours, from Kanso to Montreal 36 hours, and from St. John, N.B., 14 hours."

J. M. Young, of the Young, Thomas Soap Co., Regina, was registered at the Fort Garry Hotel, Winnipeg, last week. While in the Manitoba capital he called upon the firm's representatives, Watson & Truesdale.

FLOUR AND CEREALS

Flour In Firmer Market At Present

Montreal

FLOUR AND FEEDS.—While flour had not altered in the early part of the current week, there was every indication of renewed strength in the wheat market which recovered twelve points by Monday from the low point of last Saturday, and seemed likely to maintain its strength. Prospects of an advance in flour from the prices quoted below, were not unlooked for, and the whole market was considered firmish especially in view of the United States attitude towards the Central Powers. Great difficulty was experienced in milling business owing to railway embargoes which were in force heavily keeping all freight tied up West of Fort William. So serious was the situation that most of the mills in the West were only running spasmodically and turning out small shipments of flonr and feeds for short distance railway consignments which were permitted under the embargo. Feeds continue extremely firm, some millers having advanced their lines again a shade, and serious shortage of feeds exists at present. The condition of market for winter wheat flour showed some slight firming up again following a period of dullness, but prices are as quoted for some little time back.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 60	9 80
Second patents	9 10	8 90
Strong bakers	8 90	8 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
990 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	36 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel	....	0 74

Bigger Demand For Cereals is Noted

Montreal

CEREALS.—There is some sign of firmness in cereals again, and a reviving demand has been experienced in Montreal this week, for all the package lines, and other cereals also. Expectations seem to be towards rather strong markets for the immediate future. No changes in price are recorded for the current week, but should wheat firm up fnrther there might be some advances to record later on. The feature of the cereal market for the week seems to be the revival of demand, and the impression is that retailers are securing supplies to replenish rather low shelves.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	5 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 30
Cornmeal, yellow, 98 lbs.	....	3 40
Graham "our, 98 lbs.	....	3 40
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 25
Oatmeal, granulated, 98 lbs.	....	4 25
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	....	3 95
Rolled wheat, 160-lb. bbls.	....	6 50
Rye flour, 98 lbs.	....	4 00
Whole wheat "our, 98 lbs.	....	4 55
Wheatlets, 98 lbs.	....	4 80

Flour Exports Are Shut Off For Time

Market Held Steady During Week—Representatives of Milling Concerns Have Returned from England —Outlook Not Encouraging

Toronto

FLOUR.—Some of the representatives of large milling concerns have returned from England, where they have been endeavoring to make a first-hand canvas of the situation as it is affected by the new milling regulations. They report that it will be impossible for Canadian millers to do any further export business from this country unless they change their system of milling here. As to whether this will be done remains to be seen. Some of the mills at any rate are not inclined to look toward the export trade, and will turn their attention to the development of the local trade. If this attitude becomes general it will mean that there will be keen competition among Canadian millers for the domestic trade. Prices of flour held steady during the week. Wheat fluctuated somewhat during the week in response to the announced submarine policy. But the net decline in the price of Manitoba No. 1 cash wheat for the week was 2⅝c. On Tuesday of last week the closing price for cash wheat at Winnipeg was $1.70⅝, and on the same day this week it was $1.68. During the week, however, it went as low as $1.57⅝ per bushel on the announcement of the enemy submarine policy. From that point it climbed slowly upward, until it reached $1.68 on Tuesday of this week. There is a fair demand for flour, mostly of a hand-to-mouth nature. The course of the flour market for the immediate future depends entirely on the wheat situation. Ontario winter wheat flour also held steady.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 80	9 00
Ontario Winter Wheat Flour—		
High pttents	8 60	8 80
Second patents	8 20	8 40

Close Prices Prevail In Rolled Oat Lines

Toronto

CEREALS.—Competition in rolled oats has resulted in close prices prevailing in these lines. There has been a fair demand for cereals. Pot and pearl barley are in firm market, and have recorded advances during the week. Graham flour and whole wheat flour held steady in sympathy with the white flour market.

Barley, pearl, 98 lbs.	6 75	7 00
Barley, pot, 98 lbs.	5 25	5 50
Beans, prime	6 75	7 25
Buckwheat grits, 98 lbs.	6 75	7 00
Corn flour, 98 lbs.	....	4 00
Cornmeal, yellow, 98 lbs.	3 40	3 60
Graham flour, 98 lbs.	4 50	5 00
Hominy, granulated, 98 lbs.	....	3 50
Hominy, pearl, 98 lbs.	....	3 25
Oatmeal, standard, 98 lbs.	4 15	4 50
Peas, Canadian, boiling, bush.	4 15	4 50
Rolled oats, 90-lb. bags	4 50	6 40
Rolled wheat, 160-lb. bbls.	3 60	3 75
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 75	5 75
Wheatlets, 98 lbs.	4 25	4 75

Small Flour Production Curtails Feed Supplies

Toronto

FEEDS.—The comparatively small flour production at the present time is operating to curtail the supplies of feed as well as flour. Exporting of flour is practically at a standstill, and the home consumptive demand is light at present. Users of flour anticipated their needs some time ago, and there has been very little placing of large orders within recent weeks. There is a continued good inquiry for straight cars of feed, but millers still continue to stipulate the mixed-car basis. Demand continues heavy. There is not much easier tone in the feed market to be hoped for until April or May, when the stock are again turned out to grass. Prices held steady during the week. Oats have declined 1c per bushel.

	Car lots ton	Small lots ton
Mill Feeds—		
Bran	33 00	35 00
Shorts	38 00	40 00
Feed flour	50 00	52 00
Ontario oats, outside points	0 62	0 64

Wheat Market Recovered After Flour Declined

Winnipeg

FLOUR AND CEREALS.—With the United States apparently on the verge of

TEA MARKET

Conditions are becoming more complicated each week. We cannot foretell how much more acutely the shipping situation will develop during the next weeks.

The customers who have acted upon our advice to purchase for their requirements for six months have reason to be pleased at having done so.

Have you protected yourself?

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St **Montreal**

Consolidate your sales with a good big stock of

Bowes' Peanut Butter

Get a firmer grip on the confidence of your customers by recommending Bowes' Peanut Butter to them. Here's quality that appeals to the housewife's good judgment, a quality that will bring her back for the same brand again and again, and bring you a good honest slice of extra profit.

Customer satisfaction is a characteristic of every Bowes' line, but none is better calculated to win unstinted approval from even the most critical than Bowes' Peanut Butter. Every member of the family likes it, hence it is a dependable, everyday seller.

Put this big profit-maker on display to-day.

The Bowes Company, Limited

70-72-74-76 Front Street E., - Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

war last week end, it was difficult to form any opinion of what was likely to happen to flour, first patents standing at $8.60, following a decline of 40c per barrel, which took place when wheat collapsed at the time of the threatened submarine war. The general opinion was early this week that this is only a temporary decline, and that the submarine threat was used by the bear element to influence the market downward. There is a persistent rumor that the Government are profiting by this, and are buying large quantities of wheat; they evidently expect that the market will be higher later on. Rolled oats is selling for $2.80-$3.00. It is understood there is a private fight on between two of the millers, which is keeping the market down further than it would be otherwise. There is a fair demand for both bulk and package oats, as well as considerable demand for rolled oats and oatmeal for export, mostly Government stuff. Feeds are still firm, bran at $28, and shorts and middlings at $30; the mills experience difficulty getting it moved East, where it is badly required.

On receipt of news that the United States had given the German ambassador his passports, the wheat and oats markets advanced several points.

Flour—		
Best, patents	....	9 00
Bakers	....	8 50
Clears	....	8 10
XXXX	....	7 70
Cereals—		
Rolled oats, 80 lbs.	2 80	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 00
Oatmeal, 98's	....	4 00
Feeds—		
Bran, per ton	....	28 00
Shorts, ton	....	30 00
Middlings, ton	....	30 00
Mixed chop, ton	....	42 00

PRODUCE AND PROVISIONS

(Continued from page 48)

Business has picked up since the lull which came after the Christmas holidays. Because of the light stocks of butter being held, prices are expected to remain firm. The cheese market is firm, and the price is 26c.

Hams—		
Light, .bl	0 26	0 28
Medium, per lb.	....	0 25
Large, per lb.	....	0 23
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.	....	0 28
Backs, regular	0 24	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 17½
Barrelled Pork—		
Mess pork, bbl.	....	32 00
Lard, Pure—		
Tierces	....	0 20½
20s	....	4 22
Cases, 5s	....	12 90
Cases, 3s	....	13 05
Lard, Compound—		
Tierces	....	0 16¼
Tubs, 50s, net	....	8 25
Pails, 20s, net	....	3 37
Butter—		
Fresh made creamery, No. 1, cartons	....	0 42
Best dairy	....	0 38
Fresh Eggs—		
New laids	0 45	0 50
Extras, in cartons	....	0 43
No. 1, candled	....	0 38
Cheese—		
Ontario, large	....	0 26

IDEAS ON SELLING FISH FOR LENT

(Continued from page 33.)

for strongly in our fish business," said the manager, "and that is the plan of having every day, if at all possible, one specially attractive line of seasonable fish put on the market **at cost** to bring in new business, and to maintain the reputation of the store for selling good fresh fish at popular prices.

"One day it may be mackerel, another day fresh herring, another day cod or haddock, or smelts; or I may take up a line of cured fish when there are no good lines of fresh caught to select from. I may make kippers, bloaters, or finnan haddie my special, as the case may be. Even the fish 'luxury' lines I may choose as specials, and run a lobster special, or an oyster special. We made a big success by featuring chicken lobsters at 15c a pound not long ago.

"I also try to keep up with the market, and a little ahead if possible, in securing lines of new fish offered. In these days there is a good deal of attention being paid to the very valuable food properties of many kinds of fish formerly considered unmarketable. Thus the American markets are using any amount of 'gray-fish' now, and these are in quite good demand. They used to be called by the fishermen 'dog-fish,' and they feed themselves on the best fish in the shoals on the banks; thus their own flesh is at least as good as that of the fish they devour.

"Just at present I am putting on a new line of fish food here in Montreal called 'skate' or 'skatewings'; not exactly new, for this fish has long been known as an edible, and a most nourishing fish food, but not very familiar yet on the general market for fish in a retail way. Neatly sliced and nicely displayed these fish are selling very well.

"I am looking out now for fish curios to make a special Lent fish display, not necessarily fish to eat, but curious sea creatures to interest the public and draw attention to the store, getting our goods talked of amongst the consumers, and bringing people in to see and buy."

In supplying fish from counter to customer very little handling is done under the management of Mr. d'Orsonnen. Dressed fish orders are lifted deftly with forks by the assistants serving behind the counter, and laid immediately on the wrapping paper, weighed and wrapped. A good strong wrapping paper is used, for this store's "No Delivery" policy necessitates very neat, substantial parcels, especially for fish supplies. The service is rapid, but particular care is taken to give the customer every chance to select, even to pick and choose, and every clerk has instructions to accept the customer's decision, and supply just what the customer wants as nearly as at all possible. In the event of dispute, Mr. d'Orsonnen upholds the famous maxim: "The customer is always right," but this is done with a proportion of latitude for the exercise of ordinary tact and good judgment by the staff. CANADIAN GROCER during the interview had the opportunity of observing the store method used with a lady customer, who declared that she had paid for a parcel and omitted to take it away with her when she left the store on the previous night. There had been a rush of business, and many customers to deal with. The possibility of there having been an overlooked parcel which had not been picked up by some one else in error, and retained as a "find," seemed remote, but the manager went carefully over every department to trace the missing package, and showed the lady several to-be-called-for parcels. None of them was hers, and the manager did not offer to replace the lost goods. The lady left the store regretting her own carelessness, but evidently satisfied with the courtesy shown her. Infinite courtesy, and if necessary some sacrifice to satisfy the class of customer worth counting on for come-back business is one method of making success in business.

The feature of liveliness, alert, up-to-date sparkling vivacity is a feature that pays in the fish business as pointed out early in this article. One way by which Mr. d'Orsonnen achieves this is by direct appeal to the mind and eye of the customer by brightly lettered placards about the store, each of which delivers either a business aphorism, or a direct price and value message. For instance, above one counter is seen the message FRESH FISH RECEIVED DAILY: Another placard says IF A BUSINESS CAN'T MAKE FRIENDS IT DOESN'T DESERVE ANY: Yet another legend displayed is THE FINAL ELEMENT IN EVERY SALE IS GOODWILL: Again in another direction can be read the words WE AIM TO REDUCE YOUR COST OF LIVING: (This one is repeated with an illustration of a man aiming a rifle at a target.) Another "aiming" idea reads as follows: WE AIM TO SELL SATISFACTION AND THE GOODS THAT GIVE IT WILL SELL THEMSELVES. Coming back to plain fish business again, a placard appears with the words CANNED LOBSTERS AT THE FISH DEPT., and this indicates the fact that besides all seasonable lines of fresh fish and cured fish, this store sells also canned fish in plentiful variety, and an important line in the Lenten Season which every retail grocer can carry without opening a special fish department requiring special appliances.

PRODUCE AND PROVISIONS

Demand For Hogs Exceeds Supply

Montreal—

PROVISIONS.—Still the market for hogs live and dressed is exceedingly firm. Still the quality of the produce shipped into the city is unsatisfactory; and yet still the prices paid for hogs live and dressed run higher. Some few shipments were this week sold at as high as $16.00 per hundred pounds. These were special supplies in rather better than average quality. The average prices paid for live hogs ran from $15.00 to $15.50 per 100 pounds. It was reported by abattoir experts that the hogs are not at all satisfactory as regards finish, but that still the demand for them is quite considerably in excess of supply. Dressed hogs showed a corresponding advance in price this week ranging from $21.00 to $21.50 per hundred pounds, and were in firm market. Prices for the various lines of hog products did not alter this week though with the market trending so steadily towards firmness there might be a change upwards in some lines of these provisions before long.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 28	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb	0 37	0 38
Hams, roast, per lb.	0 36	0 37
Shoulders, boiled, per lb.	0 30½	0 31½
Shoulders o,rast, per lb.	0 31	0 31½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 60 lbs.	0 21¾	0 22
Pails	0 22	0 22¼
Bricks, 1 lb., per lb.	0 23	0 23¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17½	0 17¾
Pails, 20 lbs., per lb.	0 18¼	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18¾

Poultry Prices Are Unchanged This Week

Montreal—

POULTRY.—The market for poultry this week remains in condition similar to that described last week, but slightly warmer weather having prevailed some few shipments of live poultry arrived. The quantity of live poultry being shipped now, however, is very small. Dressed poultry in very good condition has been arriving for the market, and demand is good for the various grades offered. At present poultry presents one of the reasonable flesh foods, and is evidently meeting with an appreciative consuming response from the public. Prices for the present week remain as quoted last week, and there is nothing of especial note in the market conditions:

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb..	0 25	0 30
Old roosters	....	0 20
Roasting cbickens	0 25	0 27
Broilers	0 50	0 50
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Stocks of Eggs in Montreal Shrink

Montreal—

EGGS.—Still the supplies of eggs in storage show the steady reduction due to demand of the consumer which remains unabated even though the production at this season is so much smaller than at other seasons. The records show that there were in Montreal at the end of January 359 cases of fresh eggs (each case containing 30 dozen) as compared with 701 cases at the end of December. The number of cases of fresh eggs is in excess of the number in Montreal at the end of January 1916 when only 191 cases were recorded, but there are no fabulous quantities of eggs available. In cold storage at the end of January 1917, there were in stock in Montreal only 5,180 cases of eggs as compared with 30,707 cases at the end of December, and 8,192 cases at the end of January 1916. There arrived in Montreal for the week ending Feb. 3rd, 1917, 2,233 cases of eggs as against 3,486 cases for the corresponding period of last year. This indicates that the egg situation is not one of surplus supplies at present, but prices are not increased from last week's records.

Eggs—		
New laid	0 55	0 60
Selects	0 44	0 45
No. 1	0 42	0 43

Cheese in Smaller Amount Than Last Year

Montreal

CHEESE.—Market conditions for cheese are uneventful this week. Quite considerable arrivals of cheese were recorded in Montreal for the week ending February 3rd, the amount being 7,000 boxes as compared with only 1,472 boxes for the corresponding period last year. On the other hand stocks of cheese in Montreal for the period at the end of January show that there are not any alarmingly large quantities of cheese in storage at present. The actual figures are 17,807 boxes of cheese as compared with 24,336 boxes in storage at the end of January of last year. That there was quite a run on the cheese stocks of Montreal during January is shown by the figures of stored cheese for December which are 64,784 boxes, a marked difference from the 17,807 boxes left at the end of the month just concluded. Prices for cheese remain as quoted last week.

Cheese—		
Large, per lb.	0 25	0 25½
New, twins, per lb.	0 25½	0 26
Triplets, per lb.	....	0 26
Stilton, per lb.	....	0 28
Fancy old cheese, per lb.	....	0 28

Butter Stocks Are Dwindling a Little

Montreal

BUTTER.—Better demand for butter was noticed lately, and a slightly easier market encouraged this. Retailers are said to have been replenishing stocks, taking advantage of the market, but indications are towards a firmer market later on, as production is still small. Arrivals of butter in Montreal are however, ahead of the figures for the period of last year similar to this. For the week ending Feb. 3, there were received in Montreal 1,632 pkgs. of butter as compared with 745 pkgs. for the corresponding week last year. The records of stocks of butter held in Montreal at the end of January show that in creamery butter the stocks are slightly ahead of those held last year being 48,763 pkgs. as compared with 47,976 last year at this time stocks of dairy butter are decidedly lower at the end of January 1917, than at the end of January 1916 being 1,410 pkgs. as compared with 3,327 pkgs. A reduction of butter stocks is shown as compared with December 1916, when there were in Montreal on the 31st, 59,553 pkgs. of creamery butter and 1,625 pkgs. of dairy butter. Prices are maintained as last week.

Butter—		
Creamery, prints (storage)	....	0 41½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Honey Market is Firm and Firming

Montreal

HONEY.—Conditions as regards the honey market are practically unchanged from those prevailing last week. Stocks are smaller, however, demand is brisk, and the market continues very firm. The amounts available for further Ontario demand are small, and there is every prospect of a firmish market trending towards greater firmness as the season advances to new crop. No change in prices falls to be recorded this week.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10½
Buckwheat, 60-lb. tins, per lb.	0 09¾	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11½	0 12
Comb, per section	0 15	0 16

Hog Prices Again On a Firm Trend

Hog Receipts Are Light—Hams and Bacon Are in Firmer Market—Good Demand for Fresh Meats

Toronto

PROVISIONS.—There is a continued firmness in the market for meat products owing to the higher prices prevailing during the week for live hogs. Live hogs off cars are quoted 15c per hundred higher at $14.25, and fed and watered at $14. Dressed hogs are quoted firm at $20 per hundred. Receipts of hogs during the week were light, with the exception of Saturday of last week, when they were slightly heavier than they had been for any day during the previous two weeks. Hams and bacon are accordingly quoted from ½c to 1½c per pound higher for some of the better grades. Lard and compound held steady and firm during the week, with a better demand noted.

Hams—		
Medium, per lb.	0 25	0 26
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 28	0 29
Boneless, per lb.	0 30	0 32
Bacon—		
Breakfast, per lb.	0 26	0 28
Roll, per lb.	0 21	0 21½
Wiltshire bacon, per lb.	0 25	0 26
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19	0 19½
Long clear bacon, smal lots	0 20	0 20½
Fat backs, lb.	0 20	0 21
Cooked Meats—		
Ham, boiled, per lb.	0 35	0 37
Hams, roast, per lb.	0 35	0 37
Shoulders, boiled, per lb.	0 30	0 31
Shoulders, roast, per lb.	0 30	0 31
Lard—		
Pure tierces, 400 lbs., per lb.	0 21	0 21½
Compound, tierces, 400 lbs., per lb.	0 16¾	0 17¼
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	....	20 00
Live, off cars	....	14 25
Live, fed and watered	....	14 00
Live, f.o.b.	....	13 60

Butter Declined 1c Pound for Creamery

Toronto

BUTTER.—The weakness in the butter market made itself evident during the week by a decline in the price of creamery butter by 1c per pound. The market is a dragging one. Heavy consumption has not yet started, following the cessation caused by the sentiment aroused against higher prices. There is a better undertone to the market, but until consumption picks up there will be a continued dragging market, with inclination toward weakness. Choice creamery prints are quoted at 42e to 44c per pound, and creamery solids at 41c to 42e.

Creamery prints, fresh made	0 42	0 44
Creamery solids	0 41	0 42
Dairy prints, choice, lb.	0 36	0 36
Dairy prints, lb.	0 34	0 35
Bakers	0 33	0 34

Storage Eggs Are About Cleaned Out

Toronto

EGGS.—Storage eggs are about cleaned out of the hands of commission men. They are at a loss to know where they will get further supplies. American eggs are too expensive to bring into this market. It would cost in the neighborhood of 45c to bring storage supplies from Chicago, and commission men are of the opinion that the condition of the market here does not justify the risk of bringing them in. Stores of cold storage are exhausted almost a month earlier than in normal years, the light end of the supplies usually not being reached until about March 1. This year they are practically cleaned out by February 1. With cold, hard weather the new-laids are not coming plentiful as yet. About the only relief for the situation apparently is in milder weather that would get the hens to work . The market was erratic during the week, being down, but at the time of writing it was firm with the prospect that arrivals of eggs that were on the way would relieve the situation somewhat.

Eggs—		
New laid, cartons	0 50	0 55
No. 1 storage, ex-cartons	0 43	0 44
Selects, extra	0 44	0 46

Hard to Get Space For Export of Cheese

Toronto

CHEESE.—The market for cheese products is firm owing to the fact that about all available stocks of June to September cheese are now out of producers' hands. The season for the production of fodder cheese is also about over. Fodder cheese is reaching the market in dribbling lots. Supplies of Canadian cheese in England are also reported about exhausted, and there is consequently a continued good demand for export, with very little available to meet the need. Space for the export of cheese is also hard to get. Fodder cheese is quoted locally from 25½c to 26c per pound, and old large at 26¼c to 27c.

	Per lb.	
Cheese—		
New, large	0 25½	0 26
Old, large	0 26½	0 27

Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.

High Meat Prices Makes Poultry Demand

Toronto

POULTRY.—There has been a better demand for poultry during the week owing to the increasingly higher prices for meats of all kinds. Stocks that have been held in small dealers' hands have been cleaned up, and there is a renewed interest from this quarter. People are inclining more to a poultry diet. They apparently reason that if it is necessary to pay high prices they might as well have the poultry by way of change. Prices held steady during the week.

	Live	Dressed
Spring chickens	0 16	0 17
Spring chickens, crate-fatted	0 18	0 20
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

Honey Stocks Are Almost Cleaned Out

Toronto

HONEY.—Available stocks of honey in the hands of commission men are about cleaned out, and there is no prospect of getting further supplies. Quebec has marketed about all there is available, and supplies are no longer coming from that quarter. In Ontario, producers have been off the selling market for some time. Demand for honey has been good. It is anticipated the prices will hold firm until new crop maple syrup puts in an appearance, when the season for honey will have about run its limit. Prices were maintained during the week.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 08	0 11

Eggs Will be Firm; Butter Prices Holding

Winnipeg

PROVISION AND PRODUCE.—The run of hogs last week was rather light. The price, however, was a little easier, ranging from 12.85 to 13.15. It is believed that these prices will firm up to prices of the previous week. Provision markets are very firm, although at present there are no apparent advanees, it is expected there will be. With cold weather still prevailing early this week, the egg market in Canada and the United States was still firm, and from now until the spring run of eggs, the market will be decided by the weather.

(Continued on page 46)

Armour's QUALITY PRODUCTS

Made in Canada

by Canadians—for Canadians.

Every Canadian Grocer should know Armour's Oval Label Products. The Armour Oval is on every package. Because of superior quality and real value for the money, Armour's Products have won the confidence of the Canadian public. The housewife trusts the product that bears the famous Armour Oval—the mark that guarantees quality and purity.

Every dealer's shelf should contain

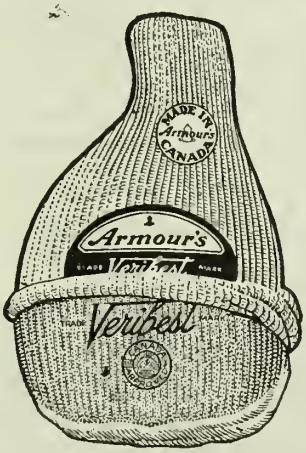
Armour's Veribest
TRADE MARK

Ham, Bacon, Lard, Butter, Eggs, Canned Meats, Fish, Soups and Armour's Grape Juice.

A big collection of store signs and advertising material is at your service. Ask the Armour Salesman or write us direct.

ARMOUR AND COMPANY

Hamilton - Ontario - Canada



1100

Get better profits from fish this year

Every day that passes sees the popularity of fish increasing and evidence is not wanting to show that the real food value of quality sea foods is becoming more widely known and appreciated.

The Grocer can turn this situation to his advantage by featuring

Brunswick Brand Sea Foods

the reliable, quick-selling line that is winning new friends daily throughout the Dominion.

There is no doubt whatever as to the quality of *BRUNSWICK BRAND.* From the moment the fish are selected until the finished product reaches your shelves nothing is left undone that would enhance their sweet, delicious wholesomeness.

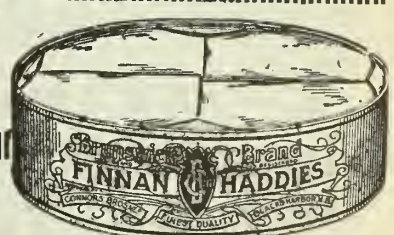
Give Brunswick Brand a trial to-day and see for yourself what dependable lines they are.

Select your requirements from this list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Connors Bros. Limited

Black's Harbor, N.B.



If any advertisement interests you, tear it out now and place with letters to be answered.

Bubbling over with quick-selling quality

When you buy a stock of Marsh's Grape Juice you buy with both sides of your dollar. One side buys you your profit, the other buys your customer full satisfaction.

For Marsh's is all that a Grape Juice should be—full, rich, appetizing, free from preservatives of any kind, and **it's made in Canada by an all-Canadian concern.**

Try Marsh's on your particular customers. It'll make a hit and create increased confidence in your business.

GROCERY BROKER: We want to connect with a few real live houses who will push this popular seller. Will you be one?

THE
Marsh Grape Juice Co.
Niagara Falls, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Top Glass Jars 16 oz. glass 2 doz. case. Per doz.

Apricot	$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 55
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, ½ doz. in case	4 15
20 lb. tins, ¼ doz. in case	4 05
Perfect seal glass jars in the case	3 15

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	
Family, Plain, ... doz.; Family, Tomato Sauce, ... doz.; Family, Chili Sauce, ... doz.; 3's Plain, Flats, Aylmer only, ... doz.; 2's, Tomato Sauce, Flats, Aylmer only, ... doz.; 3's, Chili Sauce, Flats, Aylmer only, ... doz.; 3's, Plain, Tall, ... doz.; 2's, Tomato Sauce, ... doz.; 3's, Chili Sauce, ... doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), ... doz.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
5's Tin, 8 pails in crate, per pail	0 69
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12½
30's Tin or Wood, one pail only, per lb.	0 12½

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weigbt 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case.	5 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

"It's all Right"

Buy It Now

Your customers want Comfort Lye—and now is the time to buy it right. Comfort Lye has the quality, the reputation and the huge advertising push of our big Premium system behind it.

It's a good buy—NOW.

Get Comfort Lye this way if you prefer

Order 5 boxes, or 10 boxes, or 25 boxes of Comfort Soap, and you get 18 or 36, or 132 cans of Comfort Lye which retail at **10c. each.**

Makes a handsome extra profit per box of Comfort Soap, and the Lye sells as readily as the Soap. All our lines carry Premium feature to public through the coupon that goes with the package.

Send your order in to-day. Get our complete Premium List. It will pay you.

Pugsley, Dingman & Co., Limited
TORONTO, CANADA

Comfort Lye

—A Strong Steady Seller—10c.

These figures apply to Ontario and Quebec. For other Provinces, see list.

We keep Canada clean

If any advertisement interests you, tear it out now and place with letters to be answered.

Tea

Dutch

Rusks

A Staunch Friend of the Grocer

Profitable, A Repeater and a Business Magnet.
A Breakfast Food, Simply and Quickly Prepared.
Appetising, Wholesome, and Nutritious.
For Invalids and Children, a Perfect Food, Easily Assimilated.
Recommended by the best Authorities on Scientific Food Values.
The Attractively Labelled Packages make a most effective Window and Counter Display.
Packed 36 15-cent packages to the Case.
A Sample Order will convince.

TRY IT.

The Robert Gillespie Co.

WINNIPEG, CAN.

Canadian Representatives

Havana Ribbon

5c Cigars

The easiest commodity a grocer can handle. Good profit. Cash sales.

Send *To-day* to your Wholesale or direct for a sample order of this Quality cigar at $36.00 per 1000.

MANNESS & BINGHAM LIMITED

Manufacturers

London, Ontario

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 33
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., per lb.	0 38
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 70
Reindeer Brand, each 48 cans	7 45
Silver Cow, each 48 cans	6 90
Gold Seal, Purity, each 48 cans	6 75
Mayflower Brand, each 48 cans	6 75
Challenge, Clover Brand, each 48 cans	6 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 15
Jersey Brand, Hotel, each 24 cans	5 15
Peerless Brand, Hotel, each 24 cans	5 15
St. Charles Brand, Tall, each 48 cans	5 25
Jersey Brand, Tall, each 48 cans	5 25
Peerless Brand, Tall, each 48 cans	5 25
St. Charles Brand, Family, each 48 cans	4 65
Jersey Brand, Family, each 48 cans	4 65
Peerless Brand, Family, each 48 cans	4 65
St. Charles Brand, small, each 48 cans	2 30
Jersey Brand, small, each 48 cans	2 30
Peerless Brand, small, each 48 cans	2 30

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 25
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	4 95
COCOA, Reindeer Brand, each 24 cans	5 25

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. sqnare tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weigbt 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weigbt 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail eacb $5.50.	45 00
Half gallons, eacb, retail each, $10	7 50
Gallons, each, retail each $18	14 50

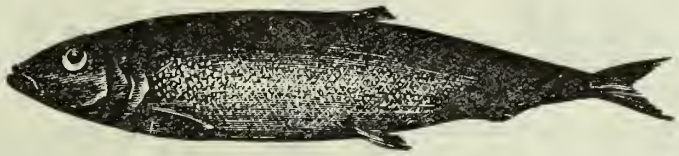
GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.50; 2s, $7.50; 6s, $25; 14s, $60.
Roast Beef, ½s, $2; 1s, $3.25; 2s $7.25; 6s, $22.
Boiled Beef, 1s, $3.25; 2s, $7.25; 6s, $22.
Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50; 6s, $21.
Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.
Beefsteak and Onions, ½s, $2; 1s $3.35; 2s, $6.25.

Lenten Time at Hand



All kinds of Meats, Eggs, Butter are exceptionally high and prospects are that there will be a still further advance.

Fish is reasonable—Fish prices will not advance

Thus there is a double reason why you should handle more fish this Lenten Season, and consequently make more money.

Get your supplies early from the old and reliable headquarters.

D. HATTON COMPANY

MONTREAL **ESTABLISHED 1847**

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

HONEY

A HIGHLY NUTRITIOUS AND PALATABLE FOOD

The food value of honey is not sufficiently realized either by the consumer or the retailer who sells it. A writer in a paper recently referred to it as follows:

"Honey is easily digested, and goes direct into the blood vessels without leaving deleterious residues in the intestines, so that a spoonful of honey means a spoonful of food. It contains grape sugar, fruit sugar, and cane sugar (all differ chemically), water, fat, albumin, and some other substances, and its use cannot be substituted by grocers' sugar. It is a good food to take at breakfast time, being sustaining, warmth giving, and aiding in the digestion of other foods taken. Eaten with bread it is very palatable, and is also better than molasses with porridge."

GUARANTEED PURE.

Put up in Tins, 60 pounds. In Glass Jars, 1 pound.
" " 10 " " " ¾ "
" " 5 " " " ½ "

Also in the Comb.

FOR SALE BY

F. W. FEARMAN CO., Limited

Hamilton, Canada

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

Price list and catalogue free and mailed to any address.

Representatives:—James Rutledge, Phone St. Louis 876, 2608 Waverley St., Montreal, Que.; George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

Manufactured by

The W. A. Freeman Co., Limited

HAMILTON · · CANADA

Cambridge Sausage, 1s, $3.00; 2s, $5.50.

Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.

Lambs' Tongues, ½s.

Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.

Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.

Tongue, Ham and Veal Pate, ½s, $1.50.

Ham and Veal, ½s, $1.20.

Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.

Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, ...

Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.

Ox Tongues, Glass, 1½s, $12; 2s, $14.

Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.

In Glass, 1s, $2.20.

Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 20c.

Clark's Peanut Butter—Pails 24 lbs., 20c per lb.

Clark's Tomato Ketchup, 16 oz., $3; 1 gal. jars, ...; 5 gal. jars, ... per gal.

Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2.
Individuals, 80c doz.

Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45.
Individuals, 90c doz.

Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45.
Individuals, 90c doz.

Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.

Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.

Clark's Chateau Chicken Soup, $1.25.

Clark's Chateau Concentrated Soups, $1.15.

Clark's Chateau Concentrated Soups. No. 1 assorted, $1.15.

Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.

English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90
List Price	

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round tin. dredge. Per doz.	10c Oval lith. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c.	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
Cinnamon whole, 5c. pkgs., window front, 45c.	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	4

? ? ? *Ask us for*

Wrapping Papers
Twines
Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

H. J. Heinz Company
Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Merchants Baler

MADE IN CANADA

No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

THEY LIKE IT

That is one very good and sufficient reason for

MAPLEINE

You can order it of your jobber or

Frederick E. Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
287 Stanley Street,
Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.

One Inch Space
$1.00 Per Issue
on Yearly Order.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

If any advertisement interests you, tear it out now and place with letters to be answered.

ENO'S
"FRUIT SALT"
ENO'S FRUIT SALT
HEALTH-GIVING
PLEASANT COOLING
REFRESHING
& INVIGORATING
is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.
Order a bottle TO-DAY from your dealer.
Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.
Agents for Canada:
Harold F. Ritchie & Co., Limited
10 McCaul St., TORONTO

The pleasant-to-take ounce *of* prevention

With warm weather come fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant, mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

Don't stock—but sell it. Show it in your counter and window displays.

J. C. Eno, Limited, "Fruit Salt" Works

LONDON, ENGLAND

Agents for Canaaa: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto

WHO AND WHAT
ARE THE COMMERCIAL UNDERWRITERS?

THEY are adjusters of bad accounts, NOT a collecting agency. The Commercial Underwriters' system is "Direct from Debtor to Creditor." They refuse to handle any of the merchant's money. Mr. Merchant, if you have any bad accounts, write us. Our system will make them pay. Our system is known as the THIRD DEGREE.

Through the Commercial Underwriter's System you can put your business on a cash basis. John Jones comes into your store and says: "Mr. Merchant, I am working down at the Trunk Factory. I get paid every two weeks. I want to do my trading in your store." "All right, Mr. Jones, how much credit do you want every two weeks?" "I want ten dollars' worth, Mr. Merchant, and as soon as I get my pay I will pay you." Now, Mr. Merchant, you do not know whether John Jones is sincere in what he says or not. Your past experience will tell you that all men do not live up to their word. You say, "Yes, sign this charter of the Commercial Underwriters, and I will trust you." You send the charter into the Commercial Underwriter's office, and anytime that Jones runs away or fails to pay you, we will, and in three days after the notification reaches our office, your money that Jones owes you is on its way to you —putting your business on a cash basis.

This morning's mail brings us letters from merchants reporting to us, who have paid. In a letter from Oshawa the merchant says: "Some of the money you have adjusted for us is like finding it, and we thank you." Another letter from a merchant in Hanover says, "Come on to Hanover, and I will take you out and introduce your representative to the other merchants, and tell them what the Commercial Underwriters have done for me." Another merchant from Mount Forest says: "Your system of adjusting debts is a Wonder." Another merchant from Palmerston writes: "Note that Mr. So and So has paid his account, which is outlawed." A Doctor from Drayton writes, thanking us for adjusting over twenty-five accounts. What we have done for others, we can do for YOU.

Write us and we will send you full particulars. The best piece of advertisement we have is "SATISFIED MERCHANTS," and we have them all over the country.

COMMERCIAL UNDERWRITERS

36 JAMES STREET SOUTH :: :: :: HAMILTON, ONTARIO

THIS WEEK

One Car
Extra Fancy Florida Celery

One Car
Extra Fancy Porto Rico Grape Fruit

One Car
Extra Fancy Navels
Golden Orange Brand

HUGH WALKER & SON
GUELPH, ONT.

Try Mann & Company for

FANCY POULTRY

Send along that rush order right now and see us get it to you in good time.

If you require

Roasting Chicken
Boiling Chicken
Ducks, Geese, Turkeys

We can give you absolute satisfaction. You will find our prices right and our service the best.

We would like to quote you on Fresh Eggs and Creamery Butter. Call us up to-day or write us.

C. A. Mann & Company
Phone 1577
78 King St. - LONDON, ONT.

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.
OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus Fruits
Cranberries,
etc.

25 CHURCH ST.
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

BEGIN NOW

TO SAVE MONEY FOR THE

NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

Why You Should Feature

KING GEORGE'S NAVY

Strike for a 1917 Increase

Make this the biggest and best tobacco-selling year in the history of your business. Feature tobacco of proven merit and established popularity. Give constant prominence to

King George Navy
Chewing Tobacco

the best selling and most popular chew on the market to-day.

If you have not already tried it out, do so immediately and watch your 1917 tobacco business grow.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

It's always good

We don't care how particular that customer of yours may be, she's bound to approve of the unbeatable quality so very evident in every grain of Royal Acadia Sugar.

Here's a sugar that is absolutely pure cane, one hundred per cent. sweet, entirely dependable, all the time.

Is there any good reason why you should not be selling Royal Acadia Sugar?

ROYAL ACADIA SUGAR

"Every grain pure cane."

The Acadia Sugar Refining Co.
HALIFAX, CANADA

A True Canadian Salt

—and true to the trade—because it puts every dealer on the same plane.

Windsor Salt is sold only through wholesalers and jobbers—and all retailers pay the same prices. There are no special discounts or secret rebates.

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

The always reliable, result-giving

Cow Brand

No other soda on the market is so well known by the good housewife as is "Cow Brand." It is famous for its absolutely sure results, its strength, its purity. Recommend it to all.

Church & Dwight, Limited
Manufacturers - - MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

NORWEGIAN SARDINES (SMALL FISH)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal
"LORD NELSON" BRAND (Brisling)

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Woods, Walter, Co. 57

The New Season's pack of

Shirriff's

Orange Marmalade

is now ready for use

AND it's up to Shirriff's usual standard, delicious, appetizing, customer-pleasing —a sure seller and a certain repeater.

Shirriff's Marmalade is made from Seville Oranges and Pure Cane Sugar.

It is entirely free from that objectionable "thinning," so common among other Marmalades, preserving its consistency down to the last tasty morsel.

Get it on display to-day.

Packed in hermetically sealed packages, and put up in convenient sizes.

Imperial Extract Co.
TORONTO

Western Representatives: H. F. Ritchie & Co., Limited, Toronto. Montreal: W. S. Silcock. Quebec City: Albert Dunn. Maritime Provinces: W. H. L. Usher, Halifax. A. A. Adams, Hamilton.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional $5.00 or $10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

FOR SALE—WELL ESTABLISHED GROcery—two railroads, boat trade and connections on St. Clair River. Stock and goodwill about $800. Courtright, Ontario. Box 209, Canadian Grocer, Toronto.

GROCERY BUSINESS — ESTABLISHED for past 27 years, situated corner King and Princess Streets, one block from one of the finest markets in Ontario, consisting of two brick stores with two dwellings three stories, shed, drivehouse and stable Owner giving up business. For further information apply to L. W. Murphy, cor. King and Princess Sts., Kingston, Ont.

WANTED

POSITION WANTED BY YOUNG MAN — experienced as general store manager. Will accept position in grocery, boots and shoes, or hardware establishments. Apply Box 213, Canadian Grocer, Toronto.

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers. If so, send for our new catalogue J Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

AGENCY WANTED

WANTED—A GOOD SIDE LINE GROCERY agency for Quebec city. Box 215, Canadian Grocer.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto St., Toronto

52 Can. Life Bldg., Mont

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.

LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

PORT ARTHUR, ONT. MONTREAL

Fish—Salted Lake Herring

in Kegs or Pails. Ask for prices.

J. BOWMAN & CO.

(Note new address)

66 Jarvis St. Toronto

We are Wholesale Importers of

Peanuts Canned Crab

Oriental and Australian Goods

Canadian Distributors of

"WASHCLEAN"

Gold Medal Labor Saver for

Washing Clothes Without Rubbing

(2,000,000 users

Direct Supply Association

509 Belmont House Victoria, B.C.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto.

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of widespread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

The Natural Decorative Quality of Fruit Makes Experience Unnecessary.
The Effort Will Convince You of the Effectiveness of the Fruit Window.
The Results Gained Will In Themselves Be a Compensation.

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

Conditions of the contest are: The window must be decorated entirely with fruits. It may be all of one variety, or a general display as the competitor thinks best. Have the window photographed; about 10" x 7" is the best size. Have the photo as near this size as possible—not necessary to mount it. Mail copy to this office accompanied by a description of the window.

This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE - - TORONTO

IN EVERY SECOND ENGLISH-SPEAKING HOME
in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIERE FIVE ROSES is even now exerting an ever-widening sales influence.

What would it be worth to YOU?

—right in the home of every possible retail flour buyer in YOUR district,

—to have a daily reminder of compelling interest, filled with useful daily suggestions,

—a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on,

—a constant source of flour-consuming suggestions
—the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

LAKE OF THE WOODS MILLING COMPANY, LIMITED
MONTREAL *"The House of Character"* *WINNIPEG*

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie

FREE Copy of the famous FIVE ROSES Cook Book, on request, to any retail grocer reading CANADIAN GROCER.

IN THIS ISSUE—PRODUCE ASSOCIATION CONVENTION REPORT

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, FEBRUARY 16th, 1917 No. 7

Crown Brand Corn Syrup

At All Wholesalers

The Canada Starch Company, Limited

Montreal Cardinal Brantford Fort William

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of widespread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

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3rd Prize	2.00	3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE - - TORONTO

"I sell Borden Milk Products because

their purity and utility are such as win the esteem of the most critical customer.

But little effort is required to keep a stock of Borden's Moving. The public are being constantly reminded of Borden superiority through newspaper and magazine advertising, they know that back of every Borden line is a reputation for quality extending over sixty years.

Hence I find that a little reminder to the housewife in my windows or interior displays is sufficient to keep my stock moving briskly. And the profits are really worth while."

Successful Grocer"

ARE YOU A BORDEN DEALER ?

Borden Milk Co., Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.

You need Bowes Maple Syrup in your business because your customers *want* it

The appearance, the quality, the delicious wholesomeness—in short the all-round excellence of Bowes Maple Syrup is the kind that wins trade and holds it too.

Nothing whatever is left to chance in its manufacture. All that scrupulous care and scientific manufacturing methods can do has been done to make Bowes Maple Syrup worthy of the Bowes name and the Bowes reputation.

Quality such as this is bound to satisfy your most discriminating customer, and customer satisfaction is after all the surest criterion by which to judge the true selling value of any article.

Plan to sell more maple syrup this season. Give the Bowes line a try-out and note the profit-making possibilities it offers you.

THE BOWES COMPANY LIMITED

70-72-74-76 Front St. E., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

The Royal Shield that shields you and your customers from inferior quality goods

The finest Teas, Coffees, Jelly Powder and Baking Powder obtainable to-day are sold under the well-known ROYAL SHIELD BRAND.

TO the customer the Royal Shield trade-mark is a guarantee of superior goods, to the dealer it guarantees the customer the satisfaction that means steady "come-back" sales. Please the "Hard-to-please" with a selection of Royal Shield Specialties. You'll find our lines all we claim for them—and more.

Any one of the following houses will be pleased to supply you with a trial order. Send it in to-day.

Campbell Brothers & Wilson, Ltd.

Winnipeg, Canada

BRANCHES: Campbell, Wilson & Horne, Limited, Calgary, Lethbridge, Edmonton, Red Deer; Campbell, Wilson & Miller, Limited, Saskatoon; Campbell, Wilson & Strathdee, Limited, Regina and Swift Current.

Our Head Office at Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

displayed on your sales counter will remind the housewife of Canada's finest Jam, and will bring you really worth-while Jam sales.

Every Furnivall sale will mean repeat orders, for Furnivall Quality appeals to all. Get a trial supply.

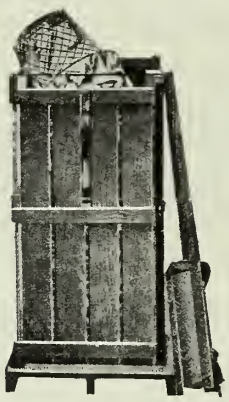
FURNIVALL-NEW, Limited
Hamilton Canada

More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

Substantial Revenue and Store Tidiness



Are two outstanding features you gain by the installation of the Jewel Paper Baler.
Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*
You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.

A card will bring all particulars re baler and your best market.

General Sales Co.
203 Stair Bldg. TORONTO

When our persistent advertising brings you an order for our coffee which you cannot fill, three people are disappointed:

1. The Customer.
2. You.
3. Ourselves.

Let's get together.

CHASE & SANBORN
MONTREAL

What National Cash Registers Do.

No. 5—Give a printed, unchangeable receipt without delay

The new National Cash Registers give with every purchase an unchangeable receipt or sales-slip. This shows in printed figures the amount paid or charged, who made the sale, and the date.

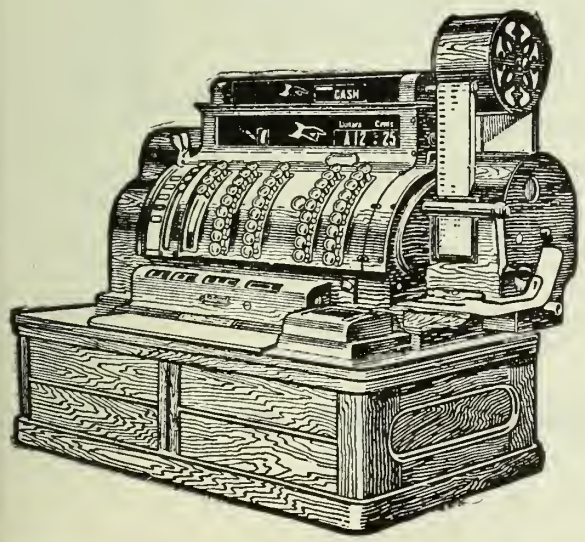
The receipt-giving, National Cash Registers enable you to get all your money because they force your clerks to give a correctly printed receipt to every customer.

A National Cash Register receipt is a mark of accuracy and establishes a bond of confidence between the customer and the merchant.

It protects the servants and the children sent to the store and the amount shown on the receipt is the amount they have spent.

This receipt is printed automatically — in half a second; and at the same time a duplicate record is printed on the sales-strip.

Now is the time to install machines that print an unchangeable receipt in an instant—as an **incidental** part of the service they perform.



The National Cash Register Company of Canada, Limited

Christie Street - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register —— years old. Principal lines of merchandise are ——

Firm name .....

Address .....

JAPAN TEA

Used by discriminating people who have become acquainted with its matchless flavor and aroma, Japan Tea, grown, cured and packed under the control of the Japan Tea Growers' Association will always be found pure, free from dust, stems and broken leaves.

The Japanese Government prohibits adulteration and coloring of Tea

ON SALE AT ALL GROCERS

Your customers are reading our consumer ads in the big "dailies"

Quality and publicity are the two factors which largely determine the turnover in your tea department.

When quality and publicity are combined, as in the case of *JAPAN TEA*, you get a selling proposition of unusual merit.

The superior quality of *JAPAN TEA* is too well known to need reiteration. The necessary publicity is being supplied through our consumer advertising which is boosting this product of sunny Japan in every community.

What does this mean to *YOUR* tea department?

Quality Counts

St. Lawrence DIAMOND Sugars

Are uniformly of the Highest Quality and not only hold business but bring new business.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

Equipment and Experience

are back of Purity Table Salt, the salt whose proven good qualities make it a dependable year-round seller.

Purity Salt consists exclusively of fine, dry, even crystals free from any injurious foreign substance.

For table or dairy use you cannot recommend a better or more satisfaction-giving salt to your customers than Purity Brand.

Purity salt comes to you in all sizes of sanitary cotton bags and handy, easy-running packages.

Send in your order to-day.

The
Western Salt Co.
Limited
Courtright, Ontario

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Why You Should Feature KING GEORGE'S NAVY

Our advertising pays you

We are continually driving home the merits of *KING GEORGE'S NAVY* to tobacco users all over the country, and dealers handling it will tell you of the splendid selling results this publicity is producing. Ring in on this money-making game now by stocking up with a plentiful supply of *KING GEORGE'S NAVY*, the veteran chewer's favorite.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

10c. Everywhere

CATELLI'S MILK MACARONI

A Brand New Food

CATELLI'S Milk Macaroni wins on food value —wins on flavor—wins on quality—wins because it strikes a new note in selling appeal, backed by generous, vigorous advertising.

We have originated a new food—created a demand for it—and given the dealer the easy part of supplying the demand and making a nice profit on every package.

And this Particular Girl Will Help

She has gone into thousands of homes, and showed women how to prepare over a hundred different Macaroni dishes. She is "The Girl At Catelli's"—our big new Macaroni Recipe Book, that is teaching women to use more and more Macaroni. Mailed free to every woman who writes for it.

The C. H. CATELLI CO., LIMITED, Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

It steel-cuts coffee faster

But that is only one reason why you should instal an

Elgin National Coffee Mill

To mention just a few of its advantages:

It costs you less, runs easier, can be regulated while running to cut as coarse or as fine as desired. It is the best finished, strongest, longest lasting coffee mill on the Canadian market, where thirty years' actual usage have demonstrated its superiority.

The Elgin Catalog 24-C will tell you in detail the merits of this profit-making mill. A postcard will bring it to you. Send for it to-day!

No. 40

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

Say You Saw It

in

Canadian Grocer

99 out of every 100 customers who buy

GIPSY
Stove Gloss

once will come back for more. The other one, moves to another district, and gets it there.

Order from your Wholesaler.

HARGREAVES (CANADA), LIMITED

The Gray Building, 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C

Grocers who aim to avoid complaints and give satisfaction in everything else, usually stock heavy on WONDERFUL SOAP. For if any soap has given complete satisfaction for years and built up big business for most grocers it is

Get your jobber to stock you to-day.

Guelph Soap Co.

GUELPH, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

? ? ? *Ask us for*

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Chuck full of customer satisfaction

When your customer passes over her five cents for her first purchase of **BABBITT'S CLEANSER** you can count upon selling her many more cans in the future, because the size of the can, backed by the unbeatable service this cleanser gives will convince her that it is a decidedly good buy.

And there's still another selling appeal to help you move your stock quickly—we give premiums for the trade-marks. So that you can stock Babbitt's, secure in the knowledge that they never collect dust—they move too quickly.

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

Push Malcolm's—Canada's Original Milk Products

Compare our prices and our quality with the imported brand and be convinced that we can make better Milk Products here in Canada than are made elsewhere.

Malcolm Milk Products have the delicious goodness that appeals to the discriminating taste, while their remarkable convenience and utility popularize them with everybody.

Show yourself a practical Canadian by encouraging Canadian enterprise and supporting Canadian labor.

Push Malcolm's Made-in-Canada Goods.

The Malcolm Condensing Co., Ltd., St. George, Ont.

The Only Canadian Milk Company in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

MAKE YOUR DOLLARS

FIGHT

AT THE FRONT.

BUY

DOMINION OF CANADA

THREE-YEAR

WAR SAVINGS CERTIFICATES

$ 25.00	FOR	$21.50
50.00	"	43.00
100.00	"	86.00

INDIVIDUAL PURCHASES LIMITED TO $1500.

FOR FULL PARTICULARS APPLY AT ANY BANK OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT
OTTAWA

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

Tea

Dutch

Rusks

A Staunch Friend of the Grocer

Profitable, A Repeater and a Business Magnet.
A Breakfast Food, Simply and Quickly Prepared.
Appetising, Wholesome, and Nutritious.
For Invalids and Children, a Perfect Food, Easily Assimilated.
Recommended by the best Authorities on Scientific Food Values.
The Attractively Labelled Packages make a most effective Window and Counter Display.
Packed 36 15-cent packages to the Case.
A Sample Order will convince.

TRY IT.

The Robert Gillespie Co.

WINNIPEG, CAN.

Canadian Representatives

In your Locality

are many

Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S

DOG CAKES,

Puppy Biscuits

and

Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
8 46

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S

The Beans Canadians like.

The Beans the best grocers sell.

THE QUALITY BEANS.

PORK AND BEANS

PLAIN, CHILI AND TOMATO SAUCE

are

READY SELLERS
STEADY SELLERS
and
BUSINESS BUILDERS.

REPLENISH YOUR STOCK NOW.

W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.

Let Reason, Not Habit, Guide You

Just as you have every confidence in recommending Furnivall's Jams to your most particular customer, so can you push with the same degree of satisfaction the sale of our Marmalade made only from the finest selected Seville oranges and pure cane sugar.

For Quality, Purity and Fine Flavor, it is unsurpassed.

Get your stock in order now. Home-made preserves are becoming depleted these days, offering a splendid opportunity to the wide-awake grocer to increase his sales and his profits.

Furnivall purity and Furnivall flavor will win the approval of the most critical jam users.

Keep Furnivall's in front.

Furnivall-New, Limited

Hamilton, Canada

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal** — W. S. Silcock. **St. John, N.B.** — MacLaren Imperial Cheese Co., **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton.**—R. M. Griffin. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co. **Saskatoon**—Mowat & McGeachy.

SELL
PRESNAIL'S
PATHFINDER CIGARS

Write us for samples of

S.P.B. BAGS
and CENTRE SEAM open end
ENVELOPES
for mailing Catalogues

Confectionery Bags
Spice Bags
Peanut Bags
Jelly Bags
Lard Bags

We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.
Department G
12-14-16 JOHNSON STREET TORONTO, CAN.

Century Salt

will please your customers

Pure white crystals refined with the greatest care go to make up every package of Century Salt—the best table, cooking or dairy salt on the market.

Are you selling it?

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

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The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

What have you to offer in

Beans, Apples, Onions, Potatoes

Your early quotations with full details wil have our prompt attention.

Reference: Dominion Bank of Canada

WHITE & McCART, Ltd.
309-310 Board of Trade Bldg.
TORONTO, ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery Brokers
Open for one or two good Canadian Agencies.
TORONTO WINNIPEG CALGARY

George Washington's
COFFEE
W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
Office 310
33 Front St. E., Toronto, Ont.

If you want low quotations on
Japan Tea, Raisins or Tapioca
Write us at once
W. H. Millman & Sons
Wholesale Grocers' Brokers
TORONTO

A want ad. in this paper will bring replies from all parts of Canada.

The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.
We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen.
(Get in touch with us.)

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTAR

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

WESTERN PROVINCES

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue East. Winnipeg

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

THE Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.
DISTRIBUTION & SERVICE
from
COAST to COAST.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
Have live men working the retail trade daily. They get the business, and can get it for you. Write us, and we will explain our system.
Trackage *Storage* *Distribution*
120 Lombard Street, WINNIPEG, MAN.

Kindly mention this paper when writing advertiser

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.
WINNIPEG, MAN.
Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY.
Commission Merchants and Brokers.
91 DALHOUSIE ST. - QUEBEC CITY

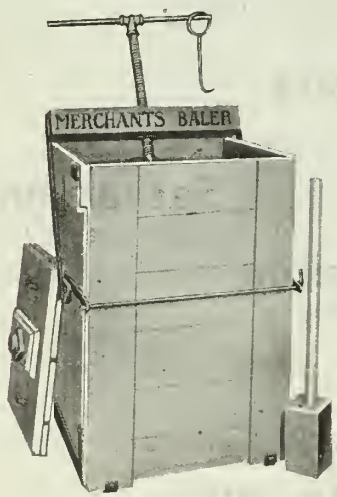
OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagné Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

When writing advertiser kindly mention that you saw his ad. in this paper.

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

THE COST OF SELLING

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

Waste Paper $13.00 a ton.
A
"Climax"
All Steel Fireproof

Baling Press will convert your waste into compact bales ready to ship and sell at the highest prices.

Ask us for information.

Climax Baler Co.
Hamilton, Ontario

Wentworth Jam and Profits

Wentworth Brand Fruit Butter is preferable in many ways to dairy butter for a "spread" for the children, and even for the "grown-ups" at breakfast and supper.

Better Than Butter

Suggest Wentworth Fruit Butter to your customers who are anxious to reduce the high cost of living. Wentworth Jams are extremely pleasing to the taste and healthful for old and young.

Your profit is assured.

NET PRICE LIST
FRUIT BUTTER

FLAVORS: Peach and Apple, Plum and Apple, Pear and Apple, Pineapple and Apple

Tumblers	$1.15	per doz.
12 oz. Glass Jars	1.40	" "
16 oz. Glass Jars	2.00	" "
No. 2 Gold Tins	3.00	" "
No. 4 Gold Tins	.50	each.

At all wholesalers, or write us direct.

Pure Orange Marmalade

Tumblers	$1.30	per doz.
12 oz. Glass	1.50	" "
16 oz. Glass	2.30	" "
2 lb. Tins	3.60	" "
4 lb. Tins	5.70	" "

Wentworth Dessert Jams and Jellies

High-grade, made from pure fruit and apple jelly.

Tumblers	$1.15	per doz.
12 oz. Glass	1.40	" "
16 oz. Glass	2.00	" "
No. 2 Gold Tins	3.00	" "
No. 4 Gold Tins	.50	" tin
30 lb. Pails	.11½	" lb.

Ready-to-Use Pie Filling

We are the only manufacturers in Canada of a complete line of "Ready-to-Use" Pie Filling.

All Flavors.

No. 2 Gold Tins	$3.00	per doz.
No. 4 Gold Tins	.50	each

This is a new line and one that should command a ready sale.

The Wentworth Orchard Co., Limited, Sales Office: Hamilton, Can.

"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo. Cloth Extra, Net, $2.00 By Mail, $2.10

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book.—*Grocers' Criterion.*

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal.*

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics.*

"The author, Mr. Joseph M. Walsh, is, without doubt, *the greatest authority in America upon the subjects of Tea and Coffee.* The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Make your tobacco business worth while

Stocking lines that satisfy, lines that the men will come in again for, is the surest, in fact the only way to make your tobacco department profitable.

Hence we ask you to consider the

Orlando (Invincible) Cigar

—the popular three-for-a-quarter smoke that grocers everywhere are cashing in on. There is no better value going than the ORLANDO, and your customers will be quick to appreciate this fact.

Put it to the test. Get a trial supply to-day and watch ORLANDO make good.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

Has become a staple— PARIS PATÉ

Because of the high price of sardines and other similar goods Paris Pate which is a delicious, nourishing meat paste has gradually come into great demand.

Instead of a summer specialty it has become a staple with most grocers.

Keep well stocked with Paris Pate and display it, and you will realize increased sales from the extensive advertising which is now being done.

Maclure and Langley, Limited

12 Front St. E., TORONTO **123 Bannatyne Ave., WINNIPEG**

If any advertisement interests you, tear it out now and place with letters to be answered.

A Good Business Maxim

"Push the lines your *most active* opposition does not sel ."

As regards tea, your *most active* opposition is the *pedlar*. He sells bulk tea. He does not sell and cannot get Red Rose Tea.

Why not push Red Rose and sell *all* your customers tea.

A Woman's Choice

One of the first things a woman does in examining a corn broom is to test the weight.

KEYSTONE NUGGET BROOMS

are the lightest quality brooms made to-day. Then she feels the smoothness of the handle, and wants to know whether the broom will spread or the ends turn up. The Nugget fills every requirement.

Write for prices, etc.

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

Don't Imagine You Can Keep Perishable Goods

fresh and saleable without a Eureka Refrigerator.

You take no risk in buying the EUREKA. Its Patented System, which has stood the test for 28 years, is backed by the maker's guarantee, and the thousands of satisfied customers in all parts of the Dominion is a strong guarantee of itself.

It will pay you to investigate. It will cost you nothing to get our catalogue showing the various styles and sizes. Write for it to-day. There is a Eureka to suit your requirements.

Eureka Refrigerator Company
31 Brock Ave. LIMITED TORONTO

Are you a Robinson Dealer ?

Are you cashing in on the year-round demand for the two big favorite cereals—

Robinson's "Patent" Barley and Robinson's "Patent" Groats

Remember—you don't have to waste much time "talking up" these two sellers. Their quality and their uniform goodness have popularized them everywhere, and a little display is all that is required to pull you results worth while.

There's a decent profit on every Robinson sale. Plan now to get your proper share.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

Agents Wanted

We have some valuable territory open in sections of Ontario, New Brunswick and Nova Scotia for

PURINA CALF MEAL

Poultry, Dairy and Horse Feeds

We are co-operating with our agents by liberal newspaper and magazine advertising. Write today for territory.

We will be pleased to quote you on Gold Dust Corn Meal, Rolled Oats, Oatmeal, White Corn Flour and all cereals. Prices lowest, consistent with highest quality.

Phone, wire or write us.

The Chisholm Milling Co. LIMITED

TORONTO

MR. CLERK YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.

Dept. C.G. 143-153 University Ave.

Toronto Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXI. TORONTO, FEBRUARY 16, 1917 No. 7

Conclusion of Produce Convention

Officers for the Coming Year Elected—Free Egg Cases Discussed and Rouse Lively Discussion — Interesting Items Relative to Produce Trade.

AT the concluding session of the Canadian Produce Association, the following officers were elected:

President—A. E. Silverwood, of London, Ont.

1st Vice-president—J. J. Fee, Toronto, Ont.

2nd Vice-president—E. J. Smith, Brockville, Ont.

Sec.-Treas.—L. P. Marshall, Toronto, Ont.

The Directors appointed were: R. B. Coldwell, Halifax, N.S.; H. R. Gray, Montreal; Jos. Emond, Quebec; C. H. Labarge, Ottawa; A. E. Bailey, Belleville; J. K. Richardson, St. Mary's; R. J. McLean, Toronto; H. B. Clemes, Toronto; M. Lemon, Owen Sound; J. T. Madden, Toronto; H. Fearman, Hamilton; J. R. McNab, Dungannon; A. S. Duclos, Edmonton; W. Champagne, Montreal; C. M. Thacker, Montreal; T J. Coyle, Winnipeg.

It was decided to hold the next convention in London, Ont.

Increasing Egg Production in Quebec

August Trudel, in speaking of the means to increase the egg production in the Province of Quebec, stated emphatically that one of the chief reasons for the low production of the province was loose buying system. Eggs were mainly bought through the agency of the general merchant, who had not facilities for proper handling, and consequently the quality suffered. The custom of buying eggs through peddlers was also deplored. He urged as a remedy that the wholesaler deal as directly as possible with the farmer through the agency of "egg circles" and similar organizations. To increase the production it was necessary to show the farmer there was money in the business. He further urged that a better system of grading be instituted, whereby the dealer getting better eggs could afford to pay better prices. Eggs, he considered, should be bought under the same grades that were used in selling to the consumer.

C. M. THACKER,
of Montreal, retiring President of the Canadian Produce Association.

R. H. Gray, of Gunn-Langlois, Montreal, spoke on the export of eggs for the coming year. Mr. Gray stated that the export of eggs for the past three years had reached very respectable figures:—

1914—4,310,979 doz., valued at $1,060,023.

1915.—8,203,064 doz., valued at $2,308,284.

1916.—7,276,508 doz., valued at $2,452,619.

Continuing, Mr. Gray stated that the production of eggs had very materially increased, especially in Prince Edward Island, and the Western Provinces. Only a few years ago, Ontario shipped many carloads to the West, but of recent years this condition had been reversed. Indeed there had been a considerable surplus production as the export figures showed.

Mr. Gray spoke of the probable increase in shipping rates, and insurance, and the known increase in cases and fillers. It was important, he urged that there be a fairly low cost from the farmers in order that this export demand might be met without the danger of a repetition of the slump that had come this year, owing to the overloading of the English market with high-priced eggs.

Mr. Gray spoke highly of the quality of Canadian eggs, which commanded a premium price on the English market.

Conditions on the English Market

In the discussion that followed, J. S. Madden, of Toronto, who has recently returned from examining the condition of the produce business in the United Kingdom, outlined some of his observations. He noted the great delays in transport, some of the shipments from Canada taking three weeks in transit, while shipments from Chicago had been six weeks on the road. He did not consider the American eggs equal to the Canadian. There was too much handling between the producer and the consumer.

From his observation he states that some of the causes of poor delivery were, breakage due to the improper placing of fillers, pilfering, a very common complaint, and the use of oat hulls in the fillers, which caused heating and consequent deterioration.

Canada's Increasing Export of Eggs

J. W. Atherton, of Toronto, stated that the imports into Britain from the usual sources, had materially decreased. In 1915, as against 1914, there was a decrease of 42 per cent., and in 1916 a decrease of 35 per cent. Consequently, Canada would be looked to to supply the deficit. As a matter of fact, Canada's exports to Britain had increased in 1915, 103 per cent., and in 1916, 57 per cent.

There were a number of points of danger for the shipper to be considered, however. The cost of shipment had materially increased. In 1915 it had averaged 6.769 per dozen, while in 1916 it had increased to 8.843 per dozen.

Then, too, the increasing cost of the product in England was a point to be

reckoned with. This had increased enormously. The average cost per dozen was as follows:—

1913 .... 21.33c
1914 .... 23.19c
1015 .... 28.68c
1916 .... 34.44c

Taking these facts into consideration, Mr. Atherton thought it was the part of wisdom for the produce man to go slow.

Non-returnable Cases Rouse Discussion

H. Dalrymple, president of the Montreal Produce Association, introduced the question of the free, or non-returnable egg case. He stated that in Montreal the attempt had been made to introduce the system. The system had not been given a fair trial. He hesitated, however, to recommend that it again be tried, because the increased cost of paper had increased the price of fillers from 7½c to 14c per set, while the crates had also increased.

In the discussion that followed, President Thacker urged the hardship that the returnable case entailed, adding ½c a dozen in the price.

J. W. Atherton championed the free egg case and stated that he voiced the opinion of 90 per cent. of the Ontario dealers in stating that they would buy on no other basis than the free egg case.

H. B. Clemes said that the free egg case had come to stay, no matter what Montreal dealers did. So long as any merchants kept true to this principle, it will eventually have to come to that principle.

R. J. McLean claimed that the free case was right in principle and should be maintained, despite the reports of failures to follow the system out.

Professor Graham, of Guelph, threw a bomb into the assembly by stating that the association had suffered 50 per cent with the Government, because while they pretended to live up to the free egg case system, they were not actually doing so.

There were some heated charges and counter charges at this, which were finally stilled.

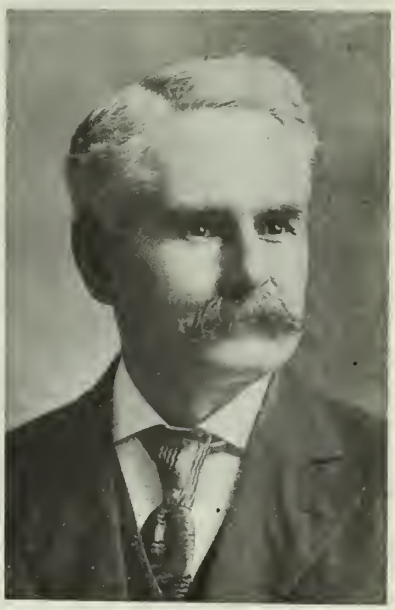
Mr. Proctor, of Halifax, stated that he favored the free egg case system and would not buy eggs on any other basis.

A resolution was finally passed, reaffirming the association's stand in the matter, and urging the Montreal members to reconsider their action in discontinuing the system.

Weighing and Inspection of Butter

P. W. McLagan, of Lovell & Cristman, Montreal, in speaking on the question of weighing and inspection of butter, spoke very highly of the system of grading butter in the three Western dairy provinces. In all three there was a definite method of grading that had resulted in a very superior pack. In the east nothing had been done in the way of official grading of butter and cheese.

The question of correctness of weights, he thought, was second to that of quality. It is extremely desirable, therefore, that there should be official weighers who should be able to give an official weight prior to purchase. The West is still in the lead in this respect. Saskatchewan and Manitoba have such official weighers and Alberta is expecting to make the necessary improvement. In Ontario there is no official weigher for butter or cheese. Mr. McLagen noted that in all American cities there were official weighers. These weighers are appointed by the different city local trade associations. The same is the case in Montreal. He believed, however, that the acts of an appointee of the Government would carry more the confidence of the Ontario buyers.



R. J. McLEAN,
Who reported for the Committee on Legislation.

Furthermore, he thought it would be of value to the producer who will undoubtedly get better prices when the buyers are assured of the quality and weight of the commodity they purchase. R. J. McLean contended that we should have a Dominion standard for grading butter. Each Province has a different standard and the butter has different quality, so as to get a uniform pack the necessity for a Dominion Standard was, he thought, obvious.

Urged Need of Further Exchanges

J. J. Fee, Toronto, urged the advisability of the organization of exchanges in Montreal and Winnipeg and gave some details of the working of the Toronto Exchange. Among the advantages he noted, due to trading on the exchange, were, the setting of a standard of price, dissemination of market information, the stabilizing of prices and curtailment of unnecessary price cutting engendered a better feeling among the trade. It was also a means of discouraging unwise legislation and of encouraging anything of benefit.

Housewives' League, Press and Politicians Under Fire

In this connection Mr. Fee had a word to say of "those choice spirits of the age, the housewives' league," whom he graphically described as the "caterpillars of the commonwealth," "the yellow press, and the peanut politicians." "In the eventful day when Gabriel blows his horn, the produce men will have an extra golden crown and wings in comparison with the trio," he concluded.

Among the resolutions passed was one to increase the fee of the association from $3 to $5.

At the annual banquet of the association held in the Ritz-Carlton Hotel, the Hon. J. E. Caron, Minister of Agriculture of the Province of Quebec, told the association that while the farmers had enjoyed merited prosperity during the past years they still required education, sympathy, and help, so that they and their sons might be encouraged to continue on the farms, enlarge their holdings and increase production. What benefited the farmer, he said, benefited the whole country, and for his part he would not like to see the high cost of living disappear. Butter substitutes, he held, were unfair to the farmer, but there should be a Government grading of butter and cheese, and such products should be bought only on quality.

Mr. Caron stated that while it was true that the Province of Quebec was not producing enough eggs, the Government in the past had done much to assist by the erection of modern poultry houses for farmers. Mr. Caron further urged the need for co-operation among farmers and a better relation between the work done and the profits. He thought that the country would have to look to the farmer as the greatest force in the reconstruction to come after the war.

Opposed Butter Substitutes

Prof. Leclair, superintendent of the Provincial Dairy School at St. Hyacinthe, speaking on butter, stated that experiments had proved that all forms of animal life suffered when fed on substitutes for butter fat. In spite of legislation, it had been possible to make butter substitutes so like butter in appearance as to deceive the consumer. In the United States, he asserted, there had always been the tendency to present the substitutes as the real article. Moreover, he urged that the butter industry was one of the greatest in the province and deserved protection.

A. A. Ayers, of Montreal, reviewed

the past, present, and future of dairying in the Province of Quebec. After outlining the development of Montreal, the great commercial centre of the province, and the development of transportation facilities, Mr. Ayers pointed out the prime necessity of transportation and population in the promotion of the production of dairy products.

Butter in the early days, he stated, was made in small dairies at the farms, and until 1866, almost all the Eastern Townships' butter found its way to Boston.

For many years the shipments of butter far exceeded that of cheese. In 1865 the first factory in the province was erected in Dunham, and this was only the second factory, for this purpose, in the Dominion. In its first year this factory made about 2,000 boxes of cheese.

It was not unusual for the best dairy butter to sell at 12½ to 15 cents. There were no creameries for many years after and hence cheese factories multiplied fast, as they paid the farmers much better prices for milk.

In 1878 and 1879, the number of cheese factories had increased so fast that cheese declined to 7 cents and even in some instances to 5 cents. There were no cold storages, so summer butter did not keep its sweetness and autumn butter commanded a premium. Good eggs were practically unknown in winter.

The volume of trade handled by individual firms to-day is many times larger, though the profits are not half what they were in former years. Every man in the trade to-day must be an expert, not only in quality but in storing.

The growth of the produce business depends upon the dairy farmer. The quantity and quality of butter and cheese depends on the quality, care, and upkeep of the cow. The same was true of eggs and bacon. The produce association, therefore, in their own interests, should study the conditions of farming and give encouragement to everything that will make the farmer prosperous.

Great Increase in Past Year

Mr. Ayers stated that for the year 1916, the estimated total value of Canadian eggs, was $50,000,000, of Canadian butter $80,000,000, of Canadian cheese $25,000,000, of hog products $75,000,000; a total value of $240,000,000. Total value of exports of the above was $75,000,000, while the increased value of these products for 1916 over 1913 was $100,000,000.

Profits on these commodities are much smaller than they were years ago, Mr. Ayres continued, and it has become absolutely necessary that methods should be introduced to minimize the cost of handling in every possible way.

"Don't forget, and don't let the farmer forget that food is one of the necessities in winning the war. The production of food is the farmer's part, but he must be encouraged, and as far as possible shown how to do it."

Mr. Ayers found it difficult to understand why the Province of Quebec should have to import so many eggs. It seemed that the premier dairy province should be able to do better and Quebec was the premier province in this respect. Of the 442,000 boxes of butter received in Montreal in 1916, during open navigation, more than 300,000 were from Quebec.

Better Cows Needed

After speaking highly of the Government inspection of butter and cheese, Mr. Ayers urged the necessity of educating the farmer in the quality of his cows and the cleanliness and care of their milk. I believe, he stated, that three-quarters to seven-eighths of all our farmers have cows in their herds which are a loss instead of a profit to them. He urged that every cow in these herds should be tested as to the quality of the milk, and the cleanliness and care in handling should be standardized.

There never was a time more opportune, Mr. Ayers stated, in concluding his remarks, never a time more needful for the farmers to do their best to produce all the food possible. Those who do not enlist may do their share by thus increasing the supply of food.

DELEGATES FROM THE PRODUCE CONVENTION AT MONTREAL —PRESENT PETITION TO MINISTER OF AGRICULTURE AT OTTAWA URGING LEGISLATION TO PREVENT THE SALE OF EGGS UNFIT FOR FOOD

At the past session of the Canadian Produce Association Convention, the discussion on the Loss-Off system was so spirited and the feeling in favor of the system so pronounced that it was decided that as many as possible of the members should journey to Ottawa, and present the case to the Minister of Agriculture. It is to be noted that the legislation asked for had nothing of the class element about it. The legislation asked for would make it an offence not only to sell Eggs unfit for food, but also to buy them. Thus the Produce men in urging this legislation were making their demands as broad as possible.

About forty members of the association joined in the delegation to approach the Hon. Mr. Burrell. The deputation was most courteously received, Mr. Burrell stating that he was personally heartily in accord with the aims of the delegation and assured them that legislation was being drafted to cover the matter. Whether this legislation would be quite as far-reaching as that which they had proposed he was not prepared to say, nor was it possible to assure the delegation of its early consideration. The press of war business was so great as to put all other matters in the background. The Minister assured the delegation, however, that the matter would be dealt with at the earliest possible moment.

The following is the resolution dealing with the subject that was unanimously passed at the Produce Convention:

We, the Canadian Produce Association in Convention assembled in Montreal this day, after careful consideration based upon past experience, present for your earnest and immediate consideration, the following resolution, which in our opinion, will establish the egg industry of Canada on a sound basis and insure for the product a recognized place in the markets of the world

Whereas:—The time has now arrived when Canada is producing a surplus of eggs in excess of its own consumption, and,

Whereas:—Prices paid producers in future will be largely governed by the price at which the export product can be sold and,

Whereas:—The present is a particularly opportune time to retain and improve our market as already established in Great Britain and,

Whereas:—In consideration of the keen competition for this market that will ensue after the war, with countries such as Holland, Denmark and Russia, it is of the utmost importance to the industry that the Canadian eggs retain their favorable reputation on the British market for quality and dependability as to grading and,

Whereas:—Our export trade in the past has seriously suffered from lack of standardization and,

Whereas:—The loss to the egg producers of Canada last year represented millions of dollars through the marketing of bad eggs and eggs of inferior quality, therefore, be it resolved that the Honorable the Minister of Agriculture be seriously urged to immediately have suitable legislation enacted to provide and legalize standards for all Canadian eggs and to provide such inspection as may be necessary to enforce such legislation and to issue government certificates if required and further:—

That this legislation prescribes regulations to provide against the sale of eggs, unfit for food, making due allowance for reasonable deterioration as provided in standards adopted, and further,

That a deputation from this association be appointed to interview and present this resolution to the Honorable the Minister of Agriculture, and request that favorable consideration be given and that the necessary legislation be enacted during this present session of Parliament.

THE DEATH OF JOHN HEWITT, OF THE CANADIAN SHREDDED WHEAT CO.

The death of John Hewitt, who at the time of his death was sales manager at the Toronto office of the Canadian Shredded Wheat Co., removes one who was a very well-known and universally respected figure in the grocery trade. Mr. Hewitt had been connected with the Toronto office of the company for 18 years, and prior to that was with the company at the Niagara Falls plant for some years.

He came to this country from England, when still young, and for a great many years has been associated with different phases of business in the city of Toronto, which was his home. He will be greatly missed in the circles in which he was wont to move.

Legislation to Protect Egg Quality

An Address Delivered by E. J. Smith, of Brockville, Which Started a Discussion of Great Moment—The Need of Protective Legislation Earnestly Urged

THE accompanying paper was read before the Canadian Produce Association at their recent convention in Montreal. In thus outlining the importance of legislation to prevent the buying and selling of bad eggs, E. J. Smith, of the White Packing Company, Brockville, opened a discussion of such importance that it culminated in the association sending a strong deputation to Ottawa to urge the necessity of such legislative action as Mr. Smith suggested.

It has been the purpose of this association since its organization to co-operate with the Departments of Agriculture of the Federal and Provincial Governments, in disseminating information of an educational nature that would eliminate to a very large extent the immense losses from the marketing of "bad eggs."

Payment on the "loss off" system and on a "quality basis" instead of by the old "case count" system made a decided improvement in the general quality of the eggs being marketed especially in those districts where this policy was generally adopted.

During the past year, owing to abnormal conditions, brought about by the exceptional demand for eggs on account of the war, I fear the "loss off" and "quality basis" of payment has not been so generally adopted as in the previous year, and that instead of making progress, we have really gone back in this respect, and there is a serious danger of a return to the old method of payment according to "case count."

The reason given by some for this retrograde step is that there has not been legislation enacted to back up our efforts and that neither buyer nor seller felt legally or morally bound to adhere strictly to this custom, which was not generally practised, because no penalty was attached for failure to put this system into practice. These conditions exist, we regret to say, notwithstanding the earnest efforts and co-operation with the trade, on the part of the Government officials.

Providing for the Return of Normal Conditions

In view of these conditions and the fact that we hope soon to resume normal conditions, (when the war has culminated in victory for our Empire and the Allies) it is all important that we consider at this time very seriously the future interests of the Produce trade and urge upon the Governments that we deem it advisable and necessary that legislation be enacted promptly that will avert the danger of going backward instead of forward.

We may, therefore, consider this problem from two view points:—that of handling eggs within our own country and the export trade to Britain. In considering the home trade, it must be recognized that a campaign of education has been and must still be waged to get the best results; that we should continue payment according to "quality" basis, and to strengthen this effort, buyers and sellers ought to realize that they would be liable to be penalized for either buying or selling eggs unfit for food.

Keeping Canada's Commercial Reputation Clean

It is a patriotic duty that we consider the export trade on such a basis, that Canadian eggs shall be recognized to be a uniformly dependable quality, and to be fully up to the standard of the grades we sell. Our brave soldiers have gained a reputation for Canada. Can we not continue this high respect for our country in the quality of the eggs, the butter, the cheese and the bacon we export?

Appointment of Inspectors Urged

If legislation is enacted, Inspectors might be appointed with headquarters at large centres. They could carry on an educative campaign throughout their district, and they would be recognized as officers with authority in the performance of duty and in the enforcement of the law. They could be called in to inspect shipments from merchants and dealers, by either the buyer or seller, so that neither would be done an injustice in settlement. They could make inspection of carload lots for interprovincial shipment, and for export shipment, which would establish a confidence between sellers and buyers, and lead to increase of trade within our own country and with the Motherland.

The Government has enacted legislation in the dairy interests, in the fruit and vegetable interests, all of which have had a beneficial effect, and I feel confident that legislation in the produce interests will result in similar experience and benefit to our own and the Motherland.

Egg Standards Adopted by Association

AT the convention of the Produce Association, held in Montreal recently, the standards for eggs were considered. Some minor changes were made in the standards and a new grade was added, that of pullet, new laid, to provide for the small new laid eggs always plentiful in the winter time, that, barring this new grade, would have to grade No. 2 on account of their size. Special emphasis was laid on the importance of this standard, as it is expected that it will shortly be brought before the Government and made law.

The classes are: Fresh Gathered, Storage, Cracked, and Dirties.

The grades: Specials, Extras, Pullets' New Laid, No. 1 and No. 2.

Eggs are expected to grade at point of delivery 90 per cent. of grade named at point of shipment. A deterioration of 10 per cent. is allowable, though there shall be none bad.

Specials.—Eggs of uniform size weighing over 25 ozs. to the dozen, or 45 pounds net to the 30-dozen case; absolutely clean and strong and sound in shell, air cell not over 3-16 of an inch in depth; white of egg to be firm and clear and yoke dimly visible; free from blood clots.

Extras.—Eggs of good size, weighing at least 24 ozs. to the dozen, or 45 pound net to the 30 dozen case; clean, sound in shell; air cell less than 3/8 inch in depth; white of egg to be firm and yoke slightly visible.

Pullet New Laid.—Eggs smaller in size than preceding classes, but strictly new laid.

No. 1.—Eggs weighing at least 24 ozs. to the dozen or 43 lbs. to the 30 dozen case; clean; sound in shell; air cell less than ½ inch in depth; white of egg to be reasonably firm; yoke may be quite visible but mobile, not stuck to shell or seriously out of place; air cell not necessarily stationary.

No. 2.—Eggs, clean; sound in shell; may contain weak, watery eggs, and eggs with heavy yokes, and all other eggs sound in shell and fit for food.

IT CONTAINS USEFUL HINTS

The MacLean Pub. Co.,
Toronto, Ont.

Gentlemen,—Enclosed you will please find P.O. Order for $3.00, subscription for Canadian Grocer as per statement enclosed. I take much interest in reading same, and obtain some very useful hints.

W. J. BOWER.

Melita, Manitoba,
January 25, 1917.

Quaker Oats Company Purchases Large London Mills

The London, Ont., Mills Sold to the Quaker Oats Company —Rumors That Peterboro Mill May Not be Rebuilt, Though no Official Confirmation is Available —Tillson Brand Becomes Property of the Quaker Oats Company.

THE destruction of the Quaker Oats plant at Peterborough in December last, quite materially affected the market of cereal products. Ever since that time there has been a very considerable amount of speculation as to what steps the company would take to meet their Canadian trade, as it was well-known that the Saskatoon mills were not capable of meeting the enormously increased demand, even if the freight rates to points East had not made this an impossibility. Some time ago it was announced that the company had purchased the plant of the Sudbury Milling Co., at Sudbury, Ont. This plant had a daily capacity of 1,000 bbls. of flour, but was not equipped for the manufacture of oat meal. Still later the company purchased a 300 bbl. mill at Neepawa, Man. The latest move in the campaign to once again place the business on a working basis was announced a day or so ago, when Mr. Jamieson, of the Canadian Cereal and Flour Mills Company, whose sales offices are in Toronto, announced that his company had sold the Quaker Oats Company their 400 bbl. mill at London, Ont.

Quaker Oats Brand Changes Hands

One of the greatest items of interest in connection with this sale is that the Canadian Cereal Company also sold all the rights to manufacture and sell their well-known brand Tillson's Oats. This brand will in future be manufactured by the Quaker Oats Company. Not that the Canadian Cereal Company contemplates going out of the oatmeal business.

They still have a large mill at Tilsonburg of 500 bbls. capacity to look after this end of their business, as well as other mills at other points in Ontario. The money derived from this sale will be used to operate one of two idle plants at Tilsonburg and Lindsay. Which of these plants will be opened will depend on the amount of assistance offered by the municipality in which the plants are located.

No Definite Word as to Fate of Peterborough Plant

As far as is yet known no action has been taken relative to the possible re-opening of the Peterborough plant. Officials of the company will not commit themselves on this point, but are ready to state that with the purchase of these three mills in conjunction with what assistance may be obtained from the Saskatoon plant, they are able to handle the present business. Of course it is to be noted that while this is a heavy using season for cereal products, it is not the heaviest from the standpoint of the manufacturers, as most of the large jobbers have stocked fairly heavily for the winter trade. It remains, therefore, to be seen what action will be taken to meet the demand of the busier business season.

Milk Products Company Purchase Aylmer Plant

Large American Condensed Milk Firm Purchase Factories for the Canadian Manufacture of Their Product—At Present in Operation—Goods Will Probably be Sold Under the Carnation Brand.

THE Carnation Milk Products Co., of Seattle, Wash., the manufacturers of Carnation Condensed Milk, have entered the Canadian field, and will manufacture the product in this country.

E. A. Stuart, the president of the company, recently purchased the two factories of the Aylmer Condensed Milk Co., at Aylmer, Ontario. The new company at once began operations. These factories are of considerable size, having a capacity of 1,000 cases a day.

Until this sale came into force these factories were operated by the Dominion Canners. R. L. Innis, of that company, when spoken to regarding the matter, confirmed the information regarding the sale. He stated that the deal had constituted an out and out sale, the Dominion Canners having given up entirely any association with that business. Their reason for taking this action, he stated, was that the canning of milk had no particular connection with any other form of canning, consequently it was felt that it was to the interest of the company to dispose of this Aylmer plant.

The Carnation Milk Products Co., as has been stated, are already operating the new plant. They are not ready to make a statement as to what brand the product will be marketed under, but it is understood from other sources that the products of these factories, like the American product, will be marketed under the Carnation Brand.

READY TO FIGHT

Retail Merchants in Southern Alberta Prepare to Make It Hot for Mail Order Houses Doing Business There.

A meeting of retail merchants was held in Lethbridge last Friday for purpose of devising means for the establishment of better relations between consumer and retailer on the one hand, and between retailer and jobber on the other, and eliminating as much as possible the mail order evil in Southern Alberta. President Marnoch, of the Board of Trade, addressed a gathering of retailers earlier in the week, when he urged co-operation among the retailers of all lines, not only in Lethbridge but in the smaller towns of Alberta, so that the consumers may find no particular reason for patronizing the mail order houses. President Marnoch also advocated the establishment of a cash price and a charge price for all commodities so that the consumer may see at a glance what he will save by paying cash. He intimated that it would be working along the right lines if the retailers of Lethbridge were to start a central delivery system to cut out the present overlapping in deliveries and consequent heavy delivery charges which must be met by the consumers.

It is also desired, if possible, to get the business between the consumer and the retailer on such a basis that less credit would be necessary between the retailer and the wholesaler, and right on up through the wholesalers, jobbers and manufacturers until the banks are reached. This would tend to cut down the losses from bad debts, and also interest charges, all of which must be charged against the consumer in the end.

The meeting was attended by representatives of the hardware, dry goods, grocery and furniture retailers.

The Giftie Gie Us

The Chinese are not a race given to flattery.

A gentleman called at a Chinese laundry for his clothes. On receiving the package he noticed some Chinese characters marked upon it. Being curious, he asked, pointing to the lettering:

"That is my name, I suppose?"

"No. 'Sciption," was the Chinaman's bland reply. "'Lil ol' man, closs-eyed, no teet'!"

CANADIAN GROCER

ESTABLISHED 1886

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EDITORIAL NOTES

THERE is a marvelous felicity to the words of J. J. Fee, Toronto. When at the Produce convention he characterized the Housewives' League as "The Caterpillars of the Commonwealth" there was not a dissenting voice.

* * *

THESE are indeed tough days for the Prussian Junker. It is reported that China has withdrawn its pigtailed diplomat from Berlin. Well doubtless the pigtail will be safer in Pekin than Berlin.

* * *

IF THE submarines were as successful in holding up shipping as the G. T. R. and C. P. R. are in holding up coal, it would be all over but the shouting, and the shouting would be inclined to have a guttural sound.

* * *

TWO Quebec firms were recently fined $200 and costs at Quebec for having sold Oleomargarine. Law is law of course and must be obeyed, but one can't help feeling that a law that fines a man $200 for selling a perfectly healthy article of food, when a man may steal and get off with a far lighter sentence, has a kink in it somewhere.

A WORD ON THE PRODUCE MAN

IT IS an encouraging sign when men gathered together in the interests of their own business, can take a broad enough outlook, to consider not only their own advantage but that of the producer. It is a more than encouraging sign when such men asking for remedies for evils that have crept into their business ask for legislation that is operative not only against the offending producer but also against the offending buyer. In the proposals of the deputation from the Canadian Produce Association who went to Ottawa following their convention in Montreal to ask for legislation making it a misdemeanor to sell eggs unfit for food, there can be no suspicion of class legislation. The produce man has little to gain from a money standpoint by such a move. The legislation is asked in the interest of the country at large.

During this past year the wastage in eggs mounted into the millions, and with this mounting waste the cost mounted in sympathy. The produce men urge that legislation be enacted to protect the country against this needless waste. Good eggs or bad the produce man's profits would remain about the same, for the cost of the bad eggs must ultimately be placed against the price of the goods. The produce man has no axe to grind, and the profound interest that these men are taking in the means to conserve the nation's supplies is an outstanding disproof of the many baseless charges that have been made against the trade during the past winter.

BANNING THE OFFICIAL ORGAN

THE announcement made last week that the Ontario branch of the R. M. A. had decided to discontinue the arrangement by which a Montreal financial paper was sent to the members, emphasizes a tendency that is becoming recognized—a feeling opposed to organs of a more or less official nature. The official organ of an Association carries just as much weight as is possible in view of the established fact that it's policy is set and immovable. It must always stand by the aims and actions of the body it represents and its advocacy of everything its association approves is taken as a matter of course. For this reason the opinion of a journal that stands free of such control, even though, as in the case of a trade paper, it represents a class, is much more likely to be heeded and valued.

There is another respect in which the straight out-and-out official organ loses weight with the outside business world. Its circulation is fixed and involuntary. The member gets it whether he wants it or not. He may read it or not but, it comes along regularly just the same. The organ, therefore, suffers in comparison with the independent paper which goes only to the man who pays for it and who, therefore, can be assumed to want it. Nevertheless the status of the official organ is used as a lever to secure advertising. Manufacturers who place advertising with official organs often do so unwillingly as they feel that they are not buying the kind of circulation that is likely to bring them the best results.

This is not intended as a criticism of all official organs. There are some such publications in Canada doing useful work. It is becoming recognized, however, that the status of the official organ is not a sound one on most counts and the tendency is to depend upon them less. The action of the Ontario R.M.A.

in deciding to issue bulletins and use the columns of established trade papers for the dissemination of association news will unquestionably be approved by the members as a whole.

THE BACKYARD GARDEN

IF Premier Hearst has his way the shovel and the hoe will supplant the lawnmower. A vegetable garden for every home is to be the slogan for this campaign. The song of the lawnmower propelled by perspiring father will no more be heard in the land. Father will still perspire, no doubt, as he labors to turn the mixture of bricks and mortar that goes for earth in the average city backyard lot. Father will speak learnedly of seeds and seasons, of time for planting and the time of harvest. He will become an expert at executing the gay potato bug, perchance if he wage this war successfully, he may have a few small potatoes to show for his labors. Nature is wonderfully patient with amateurs. In any event, the exercise will be wonderfully good for father.

CANADA'S TRADE IN MARGARINE

W.C. MILLER, Secretary of the Retail Merchants' Association, in a recent visit through the section of the country bordering on Lake St. Clair, states that he failed to find a single merchant who was not whole-heartedly espousing the cause of removing the embargo on margarine. Moreover, his investigations across the border led to a conviction that there was a very considerable business being done in this commodity, despite the restrictions and the penalty for infringment. He was assured that upwards of 7,000 lbs. of that commodity was smuggled across the border from Detroit alone in the course of every month. One cannot countenance these illicit acts, but they nevertheless demonstrate the fact that there is a very strong demand for this commodity. The prevalence of this habit of smuggling is working a great hardship to merchants all along the border. While this law is in force the Government should adopt more aggressive measures to put down this abuse. It would be better still to remove the embargo and let the dairy industry stand on its own feet. It is a false prosperity that is built up on any system of embargo that favors one class at the expense of another. The good of the greatest number has always been the basis of the best legislation. The consuming public are greater in number than the dairy interests, and they deserve the greatest consideration.

IS A FRUIT EMBARGO DESIRABLE?

THE Niagara District Fruit Growers propose to send a deputation to Ottawa to ask for an embargo on all American fruits and vegetables during the four months of the Canadian fruit season. It is very unlikely that such an appeal will meet with any favorable response from the Government, which gains a very substantial revenue from this source. In refusing to accede to any such request the Government would unquestionably be taking the right track. Embargoes at the best are very dangerous tools to handle, and surely Canada has already enough statutes on its books at present favoring some particular class without adding another to the list. The Niagara fruit belt is wonderfully blessed in its location as a shipping point. There are few American markets that can put their products on the market so expeditiously and with such a comparatively short haul. The American products, too, are already discriminated against on an average tariff of about 37½ per cent. Surely this should afford enough protection for the Niagara District fruit farmer. The gentlemen lose sight of the fact that it is not the competition of outside markets that they have to fear, but it is the competition of their own conditions. In a good year the yield of the Niagara District is so abundant, and the season of such comparatively short duration for each variety, that the present markets are not able to handle the output. An embargo could in no wise affect this situation.

The Niagara Fruit Growers would be better employed in devising some better system of distribution, whereby some of the smaller towns and villages that rarely see any fruit could help to bear part of the burden of this surplus supply.

TWO SIDES OF THE QUESTION

ROBERT A. ROGERS, president of the Crescent Creamery Company, Winnipeg, in appearing before a High Cost of Living Investigation Committee, stated that their business for the past year had resulted in a loss of some $16,000. The company had been compelled to advance the price paid the producer 3 cents a gallon in order to keep them in business.

The annual meeting of the Staffordville Cheese & Butter Company was held recently at Staffordville, Ont. The secretary's report showed that there had been 356,076 pounds of cheese which sold at $65,-351.23; December milk sold in Toronto for $5,-387.36. Total pounds of milk, 4,207,435, value $70,738.59. Average price to the patrons $1.45 per cwt.

The Crinan, Ont., factory also had a very successful year. They manufactured some 79,400 pounds of cheese, the largest output in the history of the factory. The patrons received over $12,000 for milk, or an average of $1.51 per cwt.

Which is the correct picture, the poor producer getting an extra three cents a gallon to keep things going, or the patrons of prosperous factories sharing the profits?

Accounting for Retail Merchants---VII.

Use of Blank Columns on Credit Page—Learning to Read Results Concurrently — Keeping Matter of Rental and Building Account Straightened Out.

By Henry Johnson, Jr.

TWO columns on our credit page have been kept blank. This, because I have wanted to get you into the routine as speedily as possible without beclouding any part of the instruction. Naturally, those two columns are for revenue accounts; items of earnings which occur regularly enough to justify their segregation. We have seen how little occasional, incidental revenues are passed through the Sunds. column from the way we handled that F. & F. item—the sale of the old desk to Fox.

If you own your building, for instance, that is something which may produce revenue every month; often many times a month. Then it is desirable to give it a credit column, and you will write Bldg. top of fourth column on credit page.

Let us say your building contains your own store, with 22 feet front, and another store, also 22 feet, which you rent to a shoe dealer; that there are four suites of offices on the second floor; and that you live on third floor; also have two suites of rooms which you rent to lodgers.

Let us suppose the property is on a corner, that you occupy the corner, and that it cost you $15,000; that you have paid $8,000 on it and carry a mortgage for $7,000, drawing 5½ per cent. How shall this account be handled through the ledger, and how shall entries to its debit and credit be put through the journal?

Each Tub on Its Own Bottom

First: That property has nothing to do with your business as such. Your business must bear the same relation to it that would exist if you did not own it. Hence, the accounts must not be mixed.

Turn to my first article and you will find that Building was entered top of page 70 in your ledger. On page 124 you wrote Surplus. And on page 90 you wrote Bills Payable.

I said I'd help you make use of Savings account on page 114; but let us treat that later. Let us say somebody left you the $8,000 in his will, and that, seeing the property appealed to you as a good investment, you bought it forthwith on the terms indicated.

On the credit side of Surplus enter:—

Feb. 1. By Cash (Uncle Henry's Bequest) $8,000.00

On **credit** side of Bills Payable enter:

Feb. 1. By Cash (Brown's Mtge. on Building) 7,000.00

On **debit side** of Building enter:

Feb. 1. To Surplus 8,000.00
To Bills Payable ... 7,000.00

This takes care of the entries on the investment in the building and your ledger is in balance. It gets the building into your books and into your all-embracing ledger, without affecting your business one way or another, and without confusing or mixing things at all.

Now, the only entries which are apt to occur hereafter on page 70 are: (1) Charges for betterments which increase the value of the property; (2) charges for increase in the mortgage; and (3) credits by Bills Payable on account of reduction of mortgage. The first is not apt to occur frequently; the second will not be allowed to occur unless through very untoward circumstances; and the third, which should occur regularly, will take little room. Hence, the one page is all you need reserve for the Building (Investment).

Take next page, therefore, No. 71, and write: Building, Maintenance and Return; and plan to reserve all pages therefor up to Barn, at 80.

How to be a Good Landlord

Hereafter, you are two persons. You are John Smith, Grocer; and you are John Smith, Landlord—and the two are, and must be kept, distinct. Maybe you have enjoyed a favorable lease, and perhaps all the tenants have been having an easy time of it. But your business now is to gauge the rents on the basis of what such property is worth—and get such rents yourself. If you have been paying $45 a month for your store, and the store is worth $60 a month—get $60 immediately from John Smith, Grocer. For there are two things you must have in mind: That you must get $1,500 gross out of that property as a landlord; and that your business would have to pay full rentals to others in usual circumstances, hence is equally able to pay the same dates to you.

And what is it going to cost you to run that building—Smith, the landlord, I mean? Well, here is a fairly equitable tabulation for average conditions and locations:—

	Per Annum
Int. on $7,000 Mtge. at 5½ p c.	$ 385.00
Int. on your $8,000 at 6 p.c...	480.00
Insurance, $10,000, say	67.00
Taxes	150.00
Repairs and vacancies	75.00
Incidentals, streets, lights, etc.	43.00
	$1,200.00

So go over your rentals and make correct adjustments; for you want that $300 real profit, equalling 3¾ per cent. on your $8,000, or 2 per cent. on the $15,000. That is the only way to be a good landlord; and it will pay you to be one, as I shall show you presently.

Your tenants are the shoe dealer; John Smith, grocer; four office holders on second floor; two lodging tenants on third floor; and John Smith, private party, also on third floor. So you have nine rentals coming in every month. All entries of expenses indicated above, and all the rentals are to go into the account on page 71.

How to Journalize

Every rental you receive should be entered on your duplicate sales check, the one copy going to the tenant and the other being handled as any received on account; except that these are entered specially in the journal. Look at your rules for handling cash. See that receipts of cash, other than for mdse., are entered in debit cash column. So rents are entered **first** on the **credit** side, say like this:—

	Bldg.
Feb. 1. Bldg.—	
J. S., store, Feb.	$60.00
J. S., home	15.00
Harkness, store, Feb. ...	35.00
Olsen, office, Feb.	15.00

and the debit entry will be:—

Feb. 1. Cash, Rents $120.00

Expenditures on Maintenance and Return account (page 71) are journalized like payments on Expense account; but the items are extended into the debit Sunds. column. The receipts from Bldg. having a column to themselves on the credit page, run along to the end of the month, and then one posting is made into the ledger. This not only saves space and work, but the entries thus made are a daily reminder of any rentals not yet paid; and you can get after the tenant. Need I say that rents are payable in advance—and that you will be a useless experiment as a landlord if you vary that rule?

Now, as John Smith, grocer, and J. S., private tenant, draw checks to J. S., landlord; and as other moneys come in from other tenants, what is J. S., the landlord, to do with that money? The

Continued on page 46.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

EDITOR'S NOTE—*Before introducing this new series of cardwriting, it is necessary to give a few words of explanation as to the kind of a series it will be. The "Cardwriting Made Easy" series, which is just completed, was composed of more or less standard alphabets and showcard methods. They ranged from the simplest beginners' exercises to fairly complicated work. This course covered the greater part of showcard work and those who followed it have had a thorough grounding. This new series, which will be called "Something New for the Cardwriter," will consist of twelve lessons, and should be of great interest to all who have followed the first series. The beginner, as well as the more accomplished man, will be able to follow this series, as each stroke will be explained in detail.*

Lesson I.

ALTHOUGH this month's chart shows a brush stroke style of Alphabet, the double stroke and outline work will be also gone into as this work is absolutely essential in the execution of all kinds of show card work. In addition to these alphabets, new styles of pen lettering will be featured.

The formation set forth in the chart is of a free and easy style and it is not at all necessary to keep to the exact type. If the chart and card reproduction are compared it will be seen what is meant. For instance in the chart the lower case "g" is of a different formation than the "g" used on the "Spring Goods" card. This is just one instance of the many varieties that can be effected without changing the general effect of the lettering.

It depends a great deal upon the various letters which go to make up a word, as to the style of letters that can be used together. Fig. 1 illustrates this. The cross bar of the "T" in the first instance is straight because no stroke interferes with it, but in the second case the "H" interferes and the cross stroke is made as shown. This will also be noticed as the different completed cards are examined. Thus we are getting away from hard and fast rules, making formations as the occasion arises and using the chart as a basis. The main thing to learn is the general effect of this alphabet then, it will be possible to carry it out successfully.

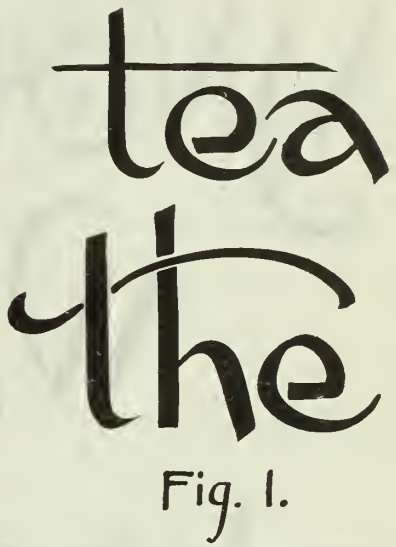


Fig. 1.

Note the absence of spurs from the letters of this chart. This feature is different from the Roman lettering and it requires much more care in finishing and commencing the strokes.

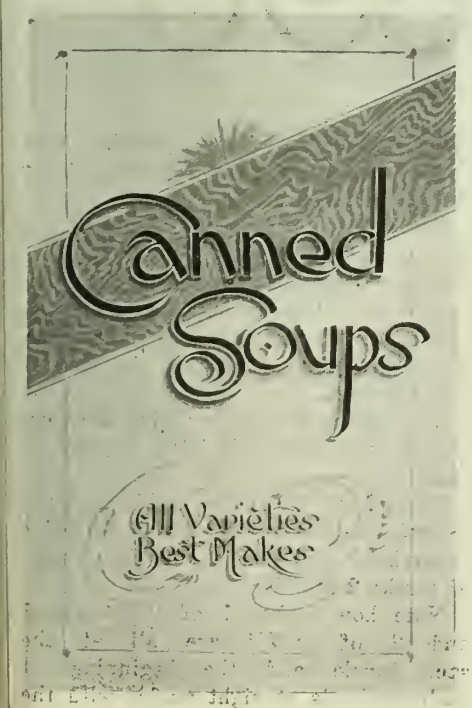
The Chart

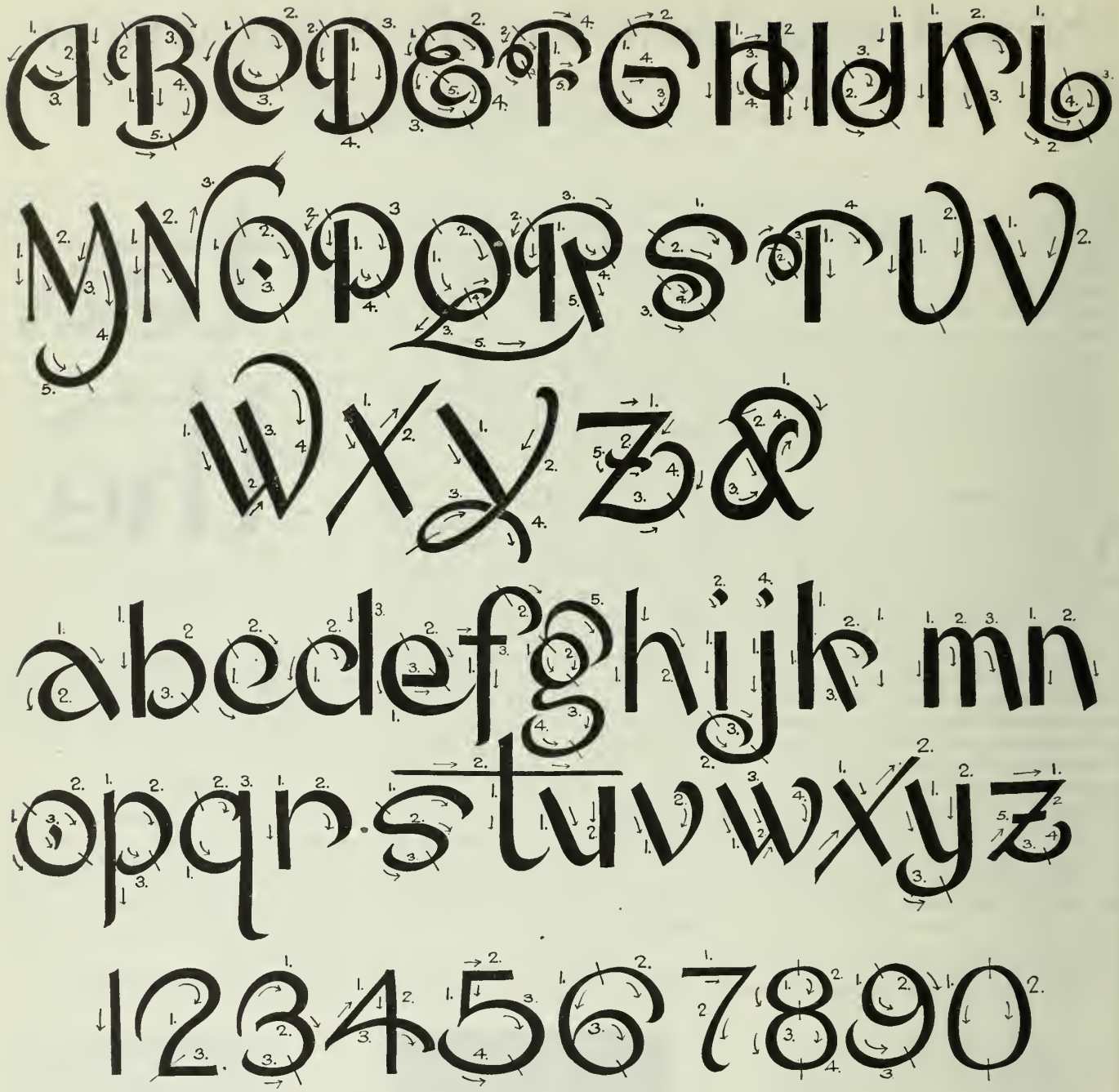
It must be remembered that this is brush stroke work. Each stroke is made with one sweep of the brush. The brush used should be a red sable writer that can be drawn out to a chisel point which insures a thick or thin stroke as the worker desires.

Lower Case

"A", The main feature of this letter is stroke 1. This is made with one sweep of the brush. Note the angle, the end of this stroke is at. Also how much further stroke 1 projects to the right than does stroke 2. This letter requires much practice.

"B" is a three stroke letter and its feature is where stroke 1 and 3 meet.





"C"'s feature is stroke 1, note how it projects to right more than does stroke 2. Practise this letter often.

"D" Note the relation of stroke 2 has to stroke 1. They are all but joined.

"E" has somewhat of the same formation as "C". This is a typical letter of this alphabet. Stroke 3 must be parallel to the upper and lower guide lines.

The down stroke of "F" finishes below the lower guide line. Note that stroke 2 is brought down to the upper guide line. These strokes should be practised many times.

"G" is an all curved stroke letter and this is only one of the many formations which can be used in this style of letter. Note the long sweep of stroke 5.

The feature of "H" is stroke 2. Note the angle it is at and the angle the end of the stroke is. It will probably be difficult to get this at first but practice will rectify this. The only thing new about the I is that the dot is not round.

"J" has a very graceful base and you will find this needs much attention not how these strokes are brought under the other letters. This should work in the same when putting it into actual use.

The combination strokes 2 and 3 are the feature of "K." Practise these many times.

"M" and "N" have the same feature as has "H". Strokes 3 and 2 respectively are just at the right angle to give them an individual appearance.

Note that the narrow parts of the "O" are to the right and left instead of being in the centre as the correct form of Roman lettering shows it.

"P" and "Q" are somewhat similar in construction but reversed. They require much practice.

Stroke 2 of "R" is the feature of this letter, practise often.

In the usual construction of the Roman "S" the top portion is smaller than the lower. In this case it is the reverse. This is a good example of the idea of this alphabet.

You will note upon studying the completed cards that this letter is used in variety.

Stroke 2 of "T" is also used in as many varieties as the writer sees fit to make.

Stroke 1 of "U" is just the reverse of stroke 2 of "H".

Note how stokes 1 of "V" and 1 and 2 of "W" are all at the same angle and the beginning of each stroke is at right angles with the

stroke itself instead, as in Roman lettering, of following the guide line.

Both of these letters will require much time spent on them in order to perfect their formations.

"X" shows the extreme in stroke 2.

"Y" is a letter that will require a lot of practice. Stroke 1 appears in other letters. Strokes 2 and 3 have appeared before in the letter "J". You will notice this letter made in different formations on the completed cards.

"Z" This is only one variety of many that can be formed.

Numerals

The top of the 1 is cut at an angle slanting to the left.

Now you have a chance to show your skill at long curved strokes. Stroke one of "2" will require a lot of practice. This is the feature stroke and should be made the same as shown.

Stroke one of "3" is the same as that of "2" but not so long. This numeral requires much practice. Note how stroke one joins stroke two.

Stroke three gives the variety to the figure "4."

Strokes three and four give the "5" a very graceful appearance. Note how stroke two projects out to the right beyond stroke three.

Practise stroke two of "7" often.

The "8" is somewhat similar to the Roman formation.

The "9" is just the reverse of the "6." Much practice is needed here.

"O" is of Roman formation.

Upper Case

You will notice the prevalence of curved strokes in the upper case alphabet. This means more practice is necessary in order to reproduce them.

The feature of "A" is the curved stroke 1. This is just one long sweep of the brush from the top of stroke 2 to beneath the lower guide line.

Strokes 2, 3, 4, and 5, of "B." Practise these often. Note the graceful appearance of the letter "C."

A new feature in "D" is the relation stroke 4 has to stroke 1. This is a somewhat different way of joining up the bottom.

Note the long top stroke 2 of "E." The many curved lines of this letter need a lot of practice work in order to make a graceful letter. "F" shows new style top strokes. Stroke 4 carries out the same feature as shown in other letters. Practise often.

"G" also shows the long top right-hand stroke. Note how it projects beyond stroke 3. Much practice is needed here.

Strokes 3 and 4 of "H" are the only differences in this letter. Strokes 1 and 2 should be parallel. The 1 is just a perpendicular stroke.

"J." The chief feature is shown in strokes 2 and 3. Note that they are half the height of stroke 1. Practise often.

In "K" we have much the same combination of stroke as shown in the lower case letter "K." The long curved stroke 2 needs much practice.

Note the slant at which stroke 2 and 1 of "L" are joined. This is a good formation and should be practised often.

The one feature of the "M" is the long sweeping strokes 4 and 5. This is only one of the many varieties of letter formations that can be made.

To make stroke 3 of "N" it is advisable to turn the card more to the left so a good clean stroke can be made.

The centre dot of the "O" is not necessary, but can be added for variety's sake. Note how strokes 3 and 4 are brought down lower than usual.

"Q" shows a variety in the strokes 3,

4 and 5. Many different styles of tails are used on this letter. Practise the long curved stroke often.

"R" shows a very graceful letter and will need a lot of work to reproduce its formation. Note the relation of strokes 3 and 4 to stroke 5.

The "S" is just a larger copy of the lower case letter with stroke 4 added. Practise stroke 1 often.

"T" is the same as the F without stroke 5.

Stroke 2 of "U" is one you should feature in practice work.

Stroke 2 of "V" is a little different to that of the "U" but requires just as much practice.

The long graceful stroke 4 of "W" also needs much practice. Note that strokes 1 and 3 are parallel.

"X" is just a reproduction of that used in the lower case.

In the lower part of the letter "Y" is shown a variety. The combination strokes 2, 3 and 4 require much practice. Note the strokes 3 and 4 of "Z." These are the strokes in this letter that need the most practice.

The sign "&" shows the long stroke extended to the right as featured in many of the letters in the foregoing alphabets

We are featuring in this lesson, the use of letter hand-painted floral designs on show cards for spring. Note the collection of four small panel cards. These are good illustrations of this work.

The fruit card is on grey mat board and the floral design on both sides of the circle at the top of the card is a combination of green and different shades of violet. To get the best effect, first put on a shade of mauve mixed from purple and white; then put the darker color on after the other is dry, as is shown on the card. The green is put on last to give a green leaf effect.

The card "New Spring Imports," shows a dainty little floral piece at the bottom.

The green stocks in this case are put on first then the two shades of mauve. This makes a striking combination on a black card background.

The white card "New Arrivals," also shows the same colors used on it as was used on the black card. This makes a very pretty effect for spring.

The "House Cleaning" card shows something new for a hardware store.

Note the floral effect at the lower part of the "S" and the two small floral designs at the top and bottom of the card.

All these floral designs are painted very quickly. No attempt is made to reproduce a flower, but just the general effect is all that is required.

The large card "Spring Goods," shows a very striking effect on a mottled brown mat board card. The lettering is white and the large lettering is shaded with black. The floral design over the "S" brightens up the card wonderfully and is quite in keeping with Easter time showings.

The "Easter Favorite" card is written on white card with black show card color shaded in a pale green. The purple and green floral designs at the top and bottom make a very effective card.

The "Canned Soup" card is an excellent design for grocery store display.

The dark band across the card is of pale green and the mottling on it is of a paler shade of the same color.

The "Garden Tools" card shows a quite elaborate design and a combination of two-tone green shading and scrolling with a black letter on a white cardboard

The entire set of cards have the alphabet lesson of this month put into use. You can easily see our reason for saying that this alphabet is practical for all kinds of cards, and also the various forms that can be made of the same letters.

Retail Merchants Assn. and Its Labors

Reports of Meetings of the Associations in Different Centres—A Review of Activities of the Association, Passed and Proposed—Officers of Different Branches Elected.

AN Executive meeting of the Ontario Provincial Board of the Retail Merchants Association was held in the Queens Hotel, Stratford, Ont., on February 1st.

The secretary's report of the previous meeting showed that the Association had secured a substantial increase in membership. The treasurers report was also decidedly satisfactory.

W. C. Miller Secretary of the Association brought a number of matters to the attention of the Executive. A number of complaints he stated had reached his office relative to the smuggling across the border. He stated that the attention of the Customs department had been called to the matter, and subsequent reports from the border had shown that the increasingly rigid examination, had greatly improved conditions.

Margarine Smuggling on the Border

Complaints had also been received from, Windsor, Walkerville and Sandwich with regards to the smuggling into the country of large quantities of Oleomargarine. Mr. Miller stated that he had been informed that this item amounted to some 7,000 pounds a month from Detroit alone. The enormous interchange of traffic across the border at this point made it relatively easy for the person desiring to bring the commodity across. The fact however that Margarine could be bought for 29 cents a pound in Detroit worked a great hardship to the merchants of the border towns who because of this competition had to sell butter at 45 to 50 cents a pound. Mr. Miller stated, however, that he had visited a great many towns and cities in that section and had talked with a large number of merchants, and in every instance they were in favor of raising the embargo, and removing Margarine from the prohibited list.

The meeting requested the Dominion Government to enact legislation, compelling every farmer, manufacturer and dairy to place his name on every print of butter manufactured by him, so that in the case of adulteration the maker could be traced.

The proposed bulk sales act as amended was also approved. By this new act the retailer is not discriminated against, but gets the same amount of protection that was asked by the other interests. As the Retail Merchants Association were the principal opponents of this measure when it was considered some years ago, and as the clauses to which they objected have been amended, it is expected that the measure will pass without any dissenting voices.

The proposal to ask an amendment for the Transient Traders and Hawkers Act was endorsed. It was felt that the act as it now stands left too many loopholes for the peddler to take advantage of.

The question of freight and cartage rates was discussed and it was announced that this matter was being taken up by the Dominion Board with the authorities at Ottawa.

Association Will Fight Civic Competition

A resolution was passed opposing the principle of municipalities going into public markets, and using the tax paying merchants money in making these experiments. It was noted that the Toronto Council proposed to spend 2 million dollars to go into the coal business, and it was announced that any attempt by that city to procure legislation to enable them to do so would be strongly opposed by the Association.

A further resolution was passed urging the co-operation of all the branches with the central association in giving preference to returned soldiers in any positions that might be available.

Discriminative Freight Rates

A complaint from Meaford, Ont., that it was being discriminated against in the matter of freight rates on sugar was dealt with. It was pointed out that the rate from Montreal to Collingwood was 20 cents a hundred. The same rate applied to Owen Sound which was a longer haul, while Meaford which lies between these two points had a rate of 33 cents a hundred. It was stated that this matter had been up with the Minister of Railways and the Railway Commission.

The proposal of the Dominion Board to establish a bureau of retail trade in the Department of Trade and Commerce, was heartly endorsed. It was felt that this department was a more suitable one for handling such matters than the Department of Labor where all such matters had heretofore been arranged. It was noted that a strong deputation had presented this case to the Government and that heir representations had been favorably received.

The recommendation to drop the Journal of Commerce as the official organ of the provincial association was adopted.

A proposal to draw the attention of the Government to the unfair nature of the competition of the mail order houses with the tax paying retail merchant was whole-heartedly endorsed.

A recomendation to have the Dominion Board urge all the local associations to consider the Daylight saving plan was also approved.

Ottawa Branch Association Elects Officers

A meeting of the Ottawa Branch Association was held on Feb. 5th. The officers for the ensuing year were elected as follows:

President, Henry Watters, 1st vice-president, H. Poulin; 2nd vice-president, A. Phillips; secretary, A. Crabtree; Treasurer, T. W. Collins.

During the course of the meeting, W. C. Miller outlined the work the Association had done during the past year.

E. M. Trovern made a spirited attack on the proposed bill to make it illegal for a manufacture to fix a standard trade mark price on certain articles he manufactured. The proposed bill he held tended to do away with contracts which was in line with the policy of the Mail Order Houses.

May Join Retail Merchants' Association

At meeting of the Ottawa Retail Grocers' Association, W. C. Miller secretary of the Provincial Retail Merchants' Association presented the case of this Association and urged that the Ottawa Association affiliate with them in this work. In the discussion that followed Mr. Millers address, many of the members favored such a move and urged its adoption. The matter was finally however left over for a subsequent meeting for final decision.

Stratford Branch Holds Meeting

At the recent meeting of the Stratford Branch of the Retail Merchants' Association, addresses were delivered by B. W. Ziemann the president of the Association. D. W. Clark, vice-president of the Provincial Association, W. C. Miller, secretary of the Provincial Association and T. J. Maher organizing secretary of the Stratford District.

Walkerville Association Elects Officers

The recent meeting of the Walkerville section of the Retail Merchants' Association was addressed by W. C. Miller.

(Continued on page 46).

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

F. S. Bonnell, formerly of Bonnell & Cowan, retail grocers, died at his home in St. John recently at the age of sixty-five years.

H. Colby Smith, managing director, A. C. Smith & Co., Ltd., wholesale feeds, etc., St. John, N.B., is expected to be a member of the Government ticket in the approaching general elections.

Mr. Benjamin Beveridge, of Andover, who for a number of years has been conducting a grocery business at the old Beveridge stand, has retired. Of late Mr. Beveridge has not been enjoying the best of health.

Fire which destroyed the Minto Hotel building in Moncton, on February 7, also destroyed the store of Edward Bourgeois, retail grocer, whose premises were in the same building. His loss was estimated at $2,000, and he has been awarded $1,500 insurance.

Owing to the heavy demand, which has exhausted stocks, and unfavorable weather which has made it impossible to renew stocks, halibut has entirely disappeared from the markets in St. John. Kippered herring also has been stricken from the lists for the same reasons. Other lines of fish are scarce and dear.

The demand for potatoes, which forced them up to the famine price of $5 a barrel, wholesale, still continues, and the New Brunswick market has been unable to supply the calls made upon it. The high water mark was reached this week when the C.P.R. was called upon to supply 160 cars for New Brunswick potato dealers, while the daily requirements since the middle of January have been only a little short of this. On the same day the railway had calls for 355 potato cars for Maine shippers. In addition to shipments by rail the Eastern Steamship Company is carrying large quantities, partly for the Boston market and partly for trans-shipment to Cuba. At the recent convention of farmers and dairymen of New Brunswick, the vice-presidents from several counties gave facts and figures which indicate that thousands of bushels still are being held by the farmers who are awaiting the topmost price.

Quebec

Paul Lizotte, Montreal, has sold the stock of his grocery store.

Two Quebec firms were fined $200 and costs in the Court of Special Sessions for having sold oleomargarine to the public.

C. Ritz, manager of the Robin Hood Milling Co.'s offices in Montreal, has returned from a brief business visit to the West.

Tom Ward, of the Joseph Ward Co., wholesale grocers, Montreal, was on a business visit to Toronto during the present week.

Leigh Fowler Pye, representative and buyer in Japan for John Duncan & Co., tea merchants, Montreal, is on his way to Montreal this week via Sarnia, Hamilton, and Toronto.

J. A. Kennedy, manager of Gunn's, Ltd., St. John, N.B., attended the Canadian Produce Merchants' Convention the other week, and took the opportunity also of visiting Toronto.

H. P. Briggs has assumed the management of the Halifax office, newly opened by H. D. Marshall, commission broker. He was formerly attached to the Montreal staff with J. L. Freeman.

A cablegram received on Tuesday morning from Cecil T. Gordon, of J. Alex. Gordon & Co., Montreal, announced that he is detained for another two weeks on business in Great Britain.

A very welcome visitor to the convention of the Canadian Produce Merchants was T. J. Coyle, of T. J. Coyle & Co., Winnipeg. Mr. Coyle is very enthusiastic for the production of eggs and butter in the West.

J. A. Paulhus, of the D. Hatton Fish Company, Montreal, is an enthusiastic collector for the Canadian Patriotic Fund, and has been doing big work for the fund in the Bon Secours Market district this week.

Harper R. Gray, manager of Gunn, Langlois, Ltd., produce dealers, Montreal, has taken an active part in Patriotic Fund collection and organizing work during the present campaign in Montreal.

Actively engaged in the work of collecting and organizing collection campaign work for the Canadian Patriotic and Red Cross Funds were Messrs. Armand and Emile Chaput, of L. Chaput, Fils et Cie, wholesale grocers, Montreal.

Prominent in the party of Montreal business men who succeeded in securing from the city a grant of one million dollars for the Canadian Patriotic and Red Cross Funds was Mr. Zephirin Hebert, president of the Board of Trade, and president of Hudon Hebert et Cie., wholesale grocers, Montreal.

Andrew McNiece, a young member of the staff of John Duncan & Co., Montreal, who joined their business force in Japan after some time on the city staff, has been promoted to their house in India. He is well known to many business people in Montreal, and his rapid advance in the tea trade training is noted with pleasure.

Wintry weather and the restricted train services are making calls in the smaller centres of Quebec increasingly difficult for the travellers of various firms, according to reports received. This may explain to retailers who have missed accustomed visits of commercial men why their business friends from the city are less frequent visitors.

Wedding bells have been ringing for A. E. Cox, representative of the Cowan Co., Ltd. (cocoa and chocolate), in the Province of Quebec, and his many friends throughout the province are adding their congratulations to those of the firm and staff. The bride was Miss M. Mahaffy, a daughter of D. Mahaffy, grain merchant, Montreal, and the young couple are to reside in Montreal.

Ontario

M. St. John, Stoney Creek, has sold to John Clough.

Aberle Bros., Formosa, are advertising their business for sale.

A. G. Brock, Longwood, has sold his business to Charles H. Willoughby.

Mrs. E. Patterson, Brantford, has sold her grocery business to G. H. McCann.

W. H. Thoms, Carleton Place, has disposed of his meat and grocery business to D. J. Cameron.

Robert Gillies, the oldest grocery merchant in Grey county, died at his home in Williamsford, Ont., on January 5.

Wm. Taylor, of Taylor & Pringle, pickle manufacturers, Owen Sound, Ont., attended the National Canners' Association Convention in Cleveland, O., last week.

The Delhi canning plant, Delhi, Ont., which has been inactive for the past two years, will run again this season. Mr. Strout, the former manager, has been reappointed.

Robert Anderson, sales manager of the Atlantic Sugar Refining Co., with headquarters at Montreal, has been spending a week in the Toronto field on business matters.

Fire at an early hour Feb. 6, destroyed the one-storey building owned by Joseph Jenkins, Essex, and occupied by W. Kenefeck, who had a grocery and

butcher shop. The origin of the fire is unknown.

The Borden Milk Company, Ingersoll, have recently purchased a cheese factory in Thamesford and another in Putnam. This step is to help meet the increasing demands for milk. The factories purchased will be used as receiving depots.

T. H. Estabrooks, of St. John, N.B., president of the Red Rose Tea Company, returned to the East, after spending ten days in Toronto, Hamilton and London districts. Mr. Estabrooks made a business trip through this district a year and a half ago.

White & McCart, Ltd., is the name of a new concern that has been organized in Toronto to deal in the importation of Southern fruits and in potatoes, onions and other vegetables. F. J. White was formerly in the produce business in Toronto. W. J. McCart, the other member of the company, was formerly in the mercantile and produce business at Avonmore, Stormont County. Following that Mr. McCart was managing director of the Carson Dairy Co., Winnipeg, of which Ralph Connor, the author, was president. The offices of the company will be at 309-310 Board of Trade Building, Toronto.

As a result of the experience which citizens had this winter in lack of fuel, high prices of bread, and other problems, the St. Catharines City Council has decided to ask the Legislature for power to purchase, store and sell coal, cereals, and other food products, if occasion arises, where that is deemed advisable.

The Old Homestead canning plant at Picton, Prince Edward county, has been working for some weeks past, on an extensive order for supplying canned pork and beans for the British army at the front. Their order is said to total ten million cans, making about two hundred carloads of pork and beans to be shipped from this factory alone.

Western Provinces

John McDonald, Clanwilliam, Man., has sold out.

F. J. Stevens, Victoria, B.C., has sold his grocery business.

F. W. Cardno, Thornhill, Man., has sold to Jas. Broadbent.

L. B. Sesson, Pilot Mound, Man., has sold his grocery business.

Esther Yucht, Winnipeg, Man., has been succeeded by M. Katz.

A. D. Cardno, Darlingford, Man., grocer, has sold to J. Broadbent.

C. G. Carter, Winnipeg, Man., has been succeeded by Laura Lay.

Radloff & Son, Star City, Sask., has been succeeded by H. Reynolds.

The Aberdeen Stores, Medicine Hat, Alta., have adopted the cash system.

Hugh J. Hickey, of Mason & Hickey, Winnipeg, has returned from a trip to California.

Mason and Hickey have moved their Regina branch into the McCallum Hill Building.

W. B. Amos & Co., Russell, Man., have sold the stock of their grocery business to Mrs. W. B. Amos.

J. J. Ecklund & Son have opened their new store at Orion, Alta. This makes four general stores in Orion.

John Crawford, of Macdonald-Crawford, Ltd., wholesale grocers, Moose Jaw, was a visitor in Winnipeg last week.

James Simington, W. Harding, and W. Colquhoun, Moose Jaw, returned recently from attending a meeting in Minneapolis.

Hewitt & Black's new department store at Manyberries, Alta., has commenced business under the management of Mr. Smiley.

The A. Macdonald Company held a convention of some of their men from the branch offices last week, commencing on Monday.

Alex. Chalmers, Regina manager of W. L. MacKenzie & Co., manufacturers' agents, Winnipeg, was a visitor at headquarters last week.

J. M. McLeod, manager of the grocery department of the Hudson's Bay Co., Vernon, B.C., made a business trip to Vancouver recently.

Two train loads of passengers, including many commercial travelers, were snowed-up on the C.N.R., in Saskatchewan for nearly a week.

The Regina branch of the Donald H. Bain Co. has been moved into larger premises, made necessary by expansion of their business there.

George Carter and J. E. Davies, of the Robin Hood Flour Mills, Moose Jaw, were guests at the Royal Alexandria Hotel, Winnipeg, last week.

The MacLean Grocery Co., Regina, have moved into their new premises on Dewdney avenue, which are not far from those they formerly occupied.

The William Davies Co., Winnipeg, have started curing bacon at their Winnipeg plant. This has been made necessary by the expansion to their business.

There was a small fire at the plant of the William Davies Co., Ltd., Winnipeg, last week, which delayed them for a day. The damage amounted to about $500.

A. O. Bentley, Watrous, Sask., has sold out his stock in trade in connection with his business of groceries and meats to Nemetz Bros., who took possession on Feb. 1.

The Star City and District Co-operative Association, Star City, Sask., held their annual meeting on Jan. 27. It was announced that John Pearse, manager, had resigned, and that William Groat had taken his place.

The Good Company, Lethbridge, Alta., whose store was recently burned, have leased the store previously occupied by Piche and Miron, near the Hudson's Bay Co.'s store, and will do business there until their store is rebuilt.

Plans are being made for the erection of an abattoir at the Union Stock Yards, Winnipeg, the Swift Company having bought a large tract of land for that purpose. The plant will be built in units, the first to cost about a million dollars, the ultimate cost to be about three millions.

W. J. M. Sandels, one of the best known commercial travelers in the West, who was for some time connected with the Hudson's Bay Company in Victoria, B.C., and was responsible for the organization there of the Kelly, Douglas Company, died suddenly at Prince Rupert on the eve of his departure for Victoria.

The wholesale section of the Lethbridge Board of Trade met on Wednesday, Feb. 7, and discussed the possibility of retailers getting down to a cash basis. Among those present were: J. Horne, chairman; F. E. Spooner, A. M. Marshall, G. B. MacKay, G. Savage, G. Stacey, A. Jack, also R. T. Brymner, vice-president, and J. R. Oliver, secretary of the Board.

THE HON. GEORGE E. FOSTER SPEAKS OF MARGARINE.

The following letter has been received from the Hon. George E. Foster. The pamphlet referred to is a reprint of the articles on Oleomargarine that appeared in recent issues of CANADIAN GROCER.

Even the guarded opinion expressed in this letter is of interest considering the importance of the subject under discussion.

Dear Sir,—

I beg to acknowledge the receipt of yours of the 6th enclosing copy of pamphlet containing an article on margarine which I shall take occasion to study and have no doubt it will be helpful to me.

There are decidedly two sides to this question and it is somewhat difficult to determine what is best to be done in the permanent interests of the dairy production of the country. The demand for margarine is insistent at the present time because of the conditions of the war, which of course are not permanent, although it may be some little time before things return to a normal condition.

The Government is now considering the matter and I am obliged to you for giving me the information in the concrete form that you have.

Yours sincerely,

GEORGE E. FOSTER.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

TEAS continue to be a strong feature in grocery markets. Further advances were recorded during the week which were as much as 8c per pound on certain grades. Stocks of teas are light and there is small chance of replenishing them through the London tea auctions as supplies reaching that market from India and Ceylon are very light.

Sugar has also developed strength on the receipt of news that a revolution is in progress in Cuba. In the New York sugar market raw sugars at the time of writing had advanced ¼c and two of the refiners there had increased their price for granulated to that extent. Strikers are still in progress at the New York sugar refineries and this has no doubt helped to put a firmness in the sugar market. In Canada prices of sugar have advanced 15c per hundred. There have been heavy bookings by wholesalers.

Flour held steady during the week, with the demand improving somewhat. Cooked and prepared meats are all in firm market with advances registered. Live hogs were higher in price. There is a firmer undertone in butter, and eggs have worked toward higher levels again. Cheese is also up in price. Baking powders, gelatine, finnan haddie, sisal clothes lines and lamp wick have all been moved upward. Tapioca is in firm market and higher prices are strongly probable in the face of the upward tendency of importers' quotations. One brand of package cereals were reduced during the week. This instance, along with an easier tone in compound lard, are the only declines that were registered during the week. Onions and potatoes are commanding still higher prices. The first shipment of marmalade oranges is expected to reach the market next week. Business has been fairly good during the week. The shortage of cars, railway embargoes, accentuated at its worst time by heavy snowfalls and cold snaps, is dominating all other considerations affecting markets in Quebec this week. Many country points around Montreal are almost entirely cut-off from supplies of flour in carload lots. An advance of 25c per case has been made in the price of some lines of canned milk.

QUEBEC MARKETS

MONTREAL, Feb. 14.—Dominating all other considerations affecting markets this week in Montreal is the unprecedented difficulty occasioned by the car shortage and railway embargoes. Accentuated at its worst time of year by weather troubles, heavy snowfalls, and cold snaps throughout the Province of Quebec, and East and West as well, the familiar congestion of terminals and sidings in February is absolutely breaking all records for trouble. As one leading wholesaler remarked: "It is as hard for us now to get supplies from Ontario as it used to be for us to get imports from England when navigation was open and war troubles set in." Many minor firmnesses of market tone and some important advances are noted. Canned milk is again up, due to cost of containers, and cost of feeds for the cows, too, no doubt. Vegetables, especially potatoes, are advanced considerably. Tapioca is higher, and may go higher still. Generally jams are advanced by about 5 per cent. on all well known lines, Canadian as well as imported jams. A curious drop in the market price of cod liver oil is noted by one large firm of jobbers. This product from Nova Scotia seems to have experienced a temporary scarcity, which is now relieved, and the price is down $1.50 a gallon to $4 and $4.25 per gallon.

Sugar Crop Reports Show Slow Production

Montreal

SUGAR.—The sugar market of New York took a holiday to celebrate the birthday of Lincoln in customary style, but news on the resumption of business shows that there is a firmer tendency in sugar. This was noted in the "paper" market, but justified by the facts in Cuba, where the centrals operating, though more numerous than they were this time last year, are not overtaking the shortage of output as compared with this time last year.

SUGAR ADVANCES 15c

Owing to the excitable market as a result of the revolution in Cuba all Canadian sugars have advanced 15c per hundred pounds. Cable advices from New York stated that the sellers of Cuban raws had withdrawn from the market. Refined sugar in that market advanced 25c on Tuesday and again 25c on Wednesday. Raw sugars advanced ⅜c per pound. There has been heavy buying on the part of Toronto wholesalers.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 30
Acadia Sugar Refinery, extra granulated	7 20
Wallaceburg sugar	7 20
Special icing, barrels	7 30
Yellow, No. 1	6 90
Powdered, barrels	7 40
Paris lumps, barrels	7 90
Crystal diamonds, barrels	7 90
Assorted tea cubes, boxes	7 90

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs, and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Milk Again Advances

CANNED GOODS.—Once again the rather dull condition as regards canned goods at present is disturbed by a determined advance in canned milk—the Borden and Eagle brands of canned milk and condensed milk. These, as will be remembered, experienced an advance only recently, going up 15c per case for evaporated milk and 50c a case for condensed milk on January 9. The present advance is effective February 10, and is a 25c advance per case. Eagle brand is now $8 a case, and other Borden brands to correspond. As regards other lines of canned goods, the market is dull but steadily firm, and with a very marked outlook for firmness as spring advances a little further.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 15
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Still Firmness In Dried Fruits

Montreal

DRIED FRUITS.—There is no very brisk awakening yet in regard to the market for dried fruits, and everything points to great firmness of market for all lines. California raisin-growers have been moving in the Eastern markets arranging for the sale of new crop goods, which are still far from harvest, and the arguments adduced in favor of the United States product in this line are many. Certainly the outlook for supplies from European sources grows no more reassuring during the submarine campaign. The firmness in dried apples maintains most markedly, and the shortage of last season's supplies is noticed, even though demand has been quite perceptibly smaller for dried fruits owing to high prices.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 12
Apples, choice winter, 50-lb. boxes	....	0 12
Apricots (old crop)	0 18	0 19
Slabs	....	0 19
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 12	0 13
Pears, choice	....	0 15
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanisb (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 12

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Montreal Cane Syrups Steady

Montreal

MOLASSES AND SYRUPS.—While new crop molasses is coming into Montreal and being sold at prices as quoted below, the railway situation is seriously affecting importation, and with supplies as low as they are at present, the scarcity of molasses keeps the market very firm indeed. Corn and cane syrups maintain their price standards of last week, Montreal cane syrups not having so far been affected by the advance in prices of a Western brand. Maple syrup stocks are low now towards the time of new crop.

	Prices for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Perfect seal jars, 3 lbs., 1 doz. in case, case		3 25
2 lb. tins, 2 doz. in case, case		3 25
5 lb. tins, 1 doz. in case, case		3 65
10 lb. tins, ½ doz. in case, case		3 55
20 lb. tins, ¼ doz. in case, case		3 50
Barrels, about 700 lbs.		0 04½
Half barrels, about 350 lbs.		0 04¾
Quarter barrels, about 175 lbs.		0 05
2 gallon wooden pails, 25 lbs. each, per pail		1 70
3 gallon wooden pails, 38½ lbs. each, per pail		2 40
5 gallon wooden pails, 65 lbs. each, per pail		3 70
Lily White—		
2 lb. tins, 2 doz. in case, per case		3 75
5 lb. tins, 1 doz. in case, per case		4 15
10 lb. tins, ½ doz. in case, per case		4 05
20 lb. tins, ¼ doz. in case, per case		4 00

Transportation Troubles Nuts

Montreal

NUTS.—Railway transportation difficulties have been playing serious pranks with the sources of supply for imported nuts, and stocks in Montreal for the replenishment of wholesalers' supplies are themselves finding difficulty of replenishment. That is to say, supplies of various lines of nuts expected into Montreal by rail are held up indefinitely on the other side of the border, and this condition is in itself adding to the firmness of an already very firm market for nuts generally. Prices, however, remain as quoted last week, but there may be shortages causing advances at any time until railway and marine transportation conditions improve.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

Canadian Beans A Shade Easier

Montreal

BEANS.—Some more Canadian 3-lb. pickers found their way to market this week and were priced at rather easier figures than those quoted last week, enabling them to be sold to retailers at $7 per bushel, though hand-picked are still at $7.50 per bushel. It is expected that March may see more Canadian bean supplies on the market, but for the present prices are particularly firm, and supplies hard to secure. Lima beans are in firm market also, and imported beans from India and other foreign lands are affected by the scarcity of cargo space, which means firm markets for beans generally.

Beans—		
Canadian 3-lb. pickers, per bushel	....	7 50
Canadian hand-picked	....	7 80
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Rice is Steady Tapioca Advances

Montreal

RICE AND TAPIOCA.—Tapioca has advanced in price this week, and is now being quoted at 11c to 12c for both seed and pearl grades. Flake tapioca is fairly plentiful; pearl tapioca is said to be very scarce, and likely to go higher in price, according to some market opinions based on information from New York as regards importations and importing conditions. Rice conditions and prices are similar to those described last week; the market firm, due to cost of containers, but no advance yet as far as prices to the retailer are concerned.

Rangoon rice, per 100 lbs.		4 30
"Texas" Carolina, per 100 lbs.		7 00
Real Carolina, per 100 lbs.	7 50	8 00
Patna (fancy)		7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	0 10	0 10½

Cocoa Finds Better Demand, Due to Cold

Montreal

COCOA.—The market for cocoa continues steady with no price changes to record, and rather better demand noticed owing to cold weather. Merchants say that this season of the year is about the best for cocoa sales, and that until the spring is well advanced there will probably be good business for retailers handling the various popular lines of cocoa both in bulk and in the can. Imported cocoas are subject to the difficulties of marine transport but supplies are still good on this side of the Atlantic.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Coffee Still in A Quiet Market

Montreal—

COFFEE.—While ocean risks were advanced again and these affected primary market supplies of coffee, prices for the present week remain as quoted last week, and the market in spite of the turbulence of many markets due to new war risks for the United States which have an effect on Canada, is still reported rather dull. Large coffee stocks in the hands of the great holders of this commodity prevent fluctuations of price at present, but there is a firm tendency always present which might in time develop into higher prices for coffee.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Teas and Package Teas Advanced

Montreal

TEA.—Very marked firmness is the rule now in the tea market. The principal package tea merchants are responding to the condition. The Salada Tea Co. last week advanced prices 4c lb. to the trade and 5c lb. to the consumer. The cheapest tea quoted in London, England, at present, is priced at what would be 36 cents per pound on the Canadian basis, and no guarantee of delivery can be given at that. Retailers who have not laid in stocks of teas are having rather anxious times of it at present for prices are certainly on the rise, and several leading wholesalers of Montreal have expressed the belief that if the war continues for another year tea will be found at unprecedented prices. Ship shortage is one great reason for the firmness of the market. Black teas are especially affected. Tea cargoes are on the way, and tea consignments are on rail too, but there is great uncertainty as regards deliveries, and it is a case of first come first served now as regards supplies to the retailer. Prices average higher now by from three to five cents a pound.

Pekoe Souchongs, per lb.	0 32	0 32
Pekoes, per lb.	0 32	0 35
Orange Pekoes	0 34	0 39

Spice Market May Firm Up Faster

Montreal

SPICES.—While spice prices for the present week in Montreal remain steady at the firm levels of last week, New York and primary market conditions as affected by the marine transportation difficulties are pointing to tremendous risks ahead as regards shortage. One very strong warning is sounded as regards possible shortages of pepper should the United States enter the war, and it is even predicted that pepper prices may be definitely higher next week (that is to wholesalers buying stocks for grinding purposes). This suggestion particularly applies to black peppers spot stocks of which are small. Red peppers are firm also. Cloves have also gone firmer to the wholesaler, nutmegs similarly, and gingers are in strong demand. All the seeds are still very firm.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 19	—0 23
Cassia	—0 25	—0 87	—0 37
Cayenne pepper	—0 28	——	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—45 to 50c.			
Ginger (pure)	—0 20	——	——
Ginger, Cochin	—0 25	——	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 28
Mace	—0 80	——	—1 00
Nutmegs	0 40—0 60	—0 45	—0 80
Peppers, black	—0 30	0 87—0 95	—0 40
Peppers, white	—0 37	1 17—1 22	—0 39
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 20—0 22	——	——
Turmeric	0 21—0 23	——	——
Lower prices for pails, boxes or bailers when delivery can be secured.			
Cardamom seed, per lb., bulk	2 00		2 50
Carraway, Dutch (nominal)			0 60
Cinnamon, China, lb.	0 18		0 25
Mustard seed, bulk			0 25
Celery seed, bulk	0 36		0 46
Shredded cocoanut, in pails	0 21		0 23
Cinnamon, per lb., 35c.			
Pimento, whole			12-15

Florida Frost May Advance Vegetables

Montreal

FRUIT AND VEGETABLES.—Once again potatoes have advanced in price, and the prospects are for still firmer markets. No less than $3.00 to $3.25 a bag were the prices quoted for "spuds" this week. There is a great shortage evident. Red onions were also scarce this week and went to $3.50 a bag. While onions appeared on the market selling at $6.00 per 100 lbs. These are American onions. Parsley is firmer, having gone up to $1.25 per dozen bunches. There is further firmness also in Lecks which are now quoting at 25 cents per bunch straight, and Florida grown beans are much higher in price, having gone to $9.00 a basket for both wax and green. Spinach is also firm at $7.00 a barrel. The effect of the recent frost in Florida is bound to be felt soon in the shape of even further high prices, according to market opinion. Oranges are likely to go up in price on this account, the new Florida tomatoes which arrived last week are quoted at $5.00 per crate for "Fancy" and $4.00 for "Choice." New local grown rhubarb is on the market quoting at $1.50 a dozen. California celery is reported scarce and Boston lettuce is up 25 cents to $2.00 doz. Florida eggplant at $3.00 doz. is one of the lines likely to be affected by the frost. Apples keep unsatisfactory in quality and are in weak demand.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	1 60	3 00
Oranges (Floridas)	3 00	3 25
Oranges (Calif.)		3 50
Lemons	2 50	3 50

TRY YOUR HAND AT ANSWERING THIS

A correspondent, P. W. Hache, of Portneuf Station, Quebec, propounds the following question. Work it out for yourselves and let us have the answers.

"A certain department store in Quebec advertised lately and offered to give any five articles for the price of four, except on certain articles where only twenty per cent. reduction was offered, plainly stating the exception. Can any reader find how much he would economize on fifteen articles bought five for the price of four, or vice versa?"

Apples—	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	8 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 50
Russets	7 00	5 50
Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (California) crate	....	9 00
Onions, red, per bag (75 lbs.)	....	3 50
Onions, Spanish, per crate	....	7 00
Onions, Spanish, ¼ crate	....	2 50
White onions, per bag (100 lbs.)	....	6 00
Potatoes, per bag (80 lbs.)	....	3 25
Carrots, per bag	....	1 00
Beets, per bag	....	1 25
Parsnips	....	1 25
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	2 00
Tomatoes, hothouse, lb.	....	0 25
Tomatoes (Florida), per crate	4 00	5 00
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	4 50
Cranberries (Cape Cod), barrel	....	13 00
Beans, U.S. wax, basket	....	9 00
Beans, U.S. green, basket	....	9 00
Leeks, per doz. bunches	....	3 00
Parsley, doz.	....	1 25
Mint, doz.	....	0 50
Watercress, doz.	....	0 50
Rhubarb, per doz.	....	1 50
Eggplant, per doz.	....	3 00

Lenten Fish Supply Shows Some Shortage

Montreal

FISH.—Continued cold weather has stimulated the frozen fish business to such an extent that there are possibilities that some few lines may run short before very long. Of these most notable will be halibut and all kinds of lake fish. This has been one of the worst seasons experienced for quite a number of years, the difficulty being entirely due to weather conditions which have been of the worst. It is said that there are lots of fish on the producing grounds but the catches cannot be secured or delivered to the shipping points on account of severe and stormy weather. The sales of pickled fish have been neglected up to now, but a great turn-over will, take place between now and the opening of Lent. February 21 is the opening day of the Lenten season, and as the season draws near no doubt active business will set in now and for some time. Supplies of fresh fish from the East are very small and there is no indication that conditions will improve for some time yet, which means high prices for fresh haddock, cod-fish and their by-products haddies, fillets, and so forth. Trade in bulk and shell oysters is very quiet at present. Supplies have been pretty nearly entirely cut out due to a cold wave which has frozen up nearly every river producing oysters. It is expected, however that regular business will be resumed shortly.

SMOKED FISH		
Haddies	0 12	0 13
Haddies, fillet	0 16	0 18
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		9 00
Salmon (Labradmor), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		16 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 50
Codfish (Boneless), Blocks "Ivory" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 80

SHRIMPS, LOBSTERS	
Lobsters, medium and large, lb.	0 50
Prawns, Imperial gal.	3 00
Shrimps, Imperial gal.	2 50
Scallops	3 00
FRESH FROZEN SEA FISH.	
Halibut	18 —20
Haddock, fancy, express, lb.	.09
Mackerel (med.), each	20
Mackerel (large), each	25
Cod, steak, fancy, express, lb.	10
Salmon, Western	16 —18
Salmon, Gaspe	18 —20
FRESH FROZEN LAKE FISH.	
Pike, lb.	0 09 0 10
Perch	0 10 0 11
Whitefish, lb.	0 12 0 13
Lake trout	0 14 0 15
Eels, lb.	.... 0 10
Dore	0 12 0 13
Smelts, No. 1	.... 0 15
Smelts, No. 1 large	.... 0 20
Oysters—	
Selected, gal.	.... 2 00
Ordinary, gal.	.... 1 50
Malpeque oysters (choice) per bbl.	13 00
Malpeque Shell Oysters (ordinary), bbl.	10 00
Cape Cod abell oysters, per bbl.	12 00
Clams (med.) per bbl.	.... 8 00
FRESH FISH.	
Haddock	0 09 0 10
Steak Cod	0 10 0 12
Market Cod	.... 0 08½
Carp	0 10 0 11

ONTARIO MARKETS

TORONTO, Feb. 15.—The outstanding item of interest in the grocery trade during the week continued to be in tea. Prices advanced all the way from 2c to 8c per pound for some grades. Other brands of package teas were also advanced during the week and tea men assert their strong belief that the top limit in teas has not yet been reached. In vegetables onions and potatoes were in active market with very light supplies. The Lenten season begins next week and fish dealers have provided for the occasion with fairly good supplies of fish. Marmalade oranges are due to arrive in the market next week. Fruit shipments have been hampered by the extremely cold weather. Meat products are all firm, an advance being registered in most lines of 1c per pound. Live hogs advanced 75c per hundred during the week. Compound lard was in temporary weakness owing to the fear that export would be shut off through the operation of the submarine policy. There was a firmer undertone in the butter market and eggs went to higher levels. Some Western eggs are affording a measure of relief in the face of the cleaning up of the storage supplies. Business has been fairly good during the week.

Revolution in Cuba Sends Sugars Up 15c.

Toronto

SUGAR.—With a revolution in progress in Cuba, considerable strength has developed at the time of writing in the refined sugar market. The immediate effect of this outbreak was to send the price of raw sugars up ¼c per pound on Tuesday. Two of the New York refiners also increased the price of their granulated sugar ¼c per pound. With the New York refiners, however, there have been labor troubles and this may have operated to some extent to cause the increased price. Locally the market became somewhat excited and orders were immediately placed by some of the wholesalers with the Canadian refiners. There were rumors in sugar circles during the week to the effect that the British Government contemplated placing an embargo on the importation of sugars into the United Kingdom. As to whether there is any basis for this rumor remains to be seen. Production on the Island of Cuba up to February 5 had surpassed that of last year judging from the number of centrals that were then grinding, the number at the above date being 176 as against 174 at the same date last year. If the revolution is not nipped in the bud there is every possibility that production will be greatly curtailed.

The total stocks of raws at Atlantic ports amounted to 134,230 tons as compared with 85,882 tons last year. The big factor in the market at the present time is the circumstance that there is a disturbance afoot in the great producing centre. Last minute advices stated that all Canadian refined sugars have advanced 15c per hundred. Following are the Toronto prices:—

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 53
Acadia Sugar Refinery, extra granulated	7 43..
Dominion Sugar Refinery, extra granulated	7 43
Yellow, No. 1	7 14
Special icing barrel	7 73
Powdered, barrels	7 63
Paris lumps, barrels	8 13
Assorted tea cubes, boxes	8 13

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Baking Powders Register Advances

BAKING POWDER, GELATINE, FINNAN HADDIE, CLOTHES LINES.—There have been advances in a number of lines of baking powder during the week. In the "1900" and "Kitchen Queen" for the 1-lb. tins there has been an advance of 30c per dozen, the new selling price to the retail trade being $1.65 as compared with $1.35 formerly. On the 12-oz. size of Kitchen Queen the price has been increased from $1.15 to $1.35 a dozen, a gain of 20c. Prices on Magic baking powder have been withdrawn and this is taken as a precursor of higher prices. White sheet gelatine has advanced approximately 15 per cent. during the week. The size that formerly sold for 80c is now quoted at 90c. Canadian brand of finnan haddie have advanced from $5.50 to $6 per dozen tins. Sisal clothes lines have increased 20 per cent. Lamp wick is another of the lines that has been increased during the week. In the grade that formerly sold for 70c the price is now $1 per roll, while the size that was formerly 90c the new price is $1.20.

Molasses Consumed As Fast as it Arrives

Toronto

MOLASSES AND SYRUPS.—There is a good demand for molasses both in tins and in bulk, state local importers. Shipments have been delayed owing to freight situation and as soon as they arrive there is a ready call for the goods to meet the demand. New Orleans molasses has advanced 1c per gallon in the primary market during the week. Cane syrups and corn syrups held steady in price during the week with a fair demand.

Corn Syrups—	
Barrels, per lb.	0 04½
Cases, 2-lb. tins, 2 doz. in case	3 25
Cases, 5-lb. tins, 1 doz. in case	3 65
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05⅞
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy Barbadoes, gal.	.... 0 75
West India, half barrels, gal.	0 42 0 44
West India, 10-gal. kegs	.... 0 50
West India, 2-lb. tins, 36 in case	.... 3 50

Wholesalers Canvassed For Fall Salmon Orders

Toronto

CANNED GOODS.—Representatives of coast packers were making a preliminary survey among the wholesale trade during the week to ascertain the probable quantities that would be required. This is the year of the big run of salmon in Western waters and dealers have high hopes that there will be a good pack. Every fourth year there is an extra heavy run of salmon in western waters. Some American canned salmon reached the local market during the week. Salmon is becoming scarce and it is anticipated present stocks will be cleaned out ere July comes round, which is earlier than usual. Prices for canned goods held steady during the week.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	3 25
½ flats, cases 8 doz., per doz.	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 80
Cohoes, ½-lb. tins	0 95	1 00
Cohoes, 1-lb. talls	2 40	2 50
Red Springs, 1-lb. talls	2 35	2 75
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	....	1 35
Asparagus tips, doz.	2 75	3 00
Corn, 2's, doz.	1 50	1 60
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 35	2 75
Do., 1s, doz.	....	1 45

Prunes Going Into Consumption Freely

Toronto

DRIED FRUITS.—Witb the exception of prunes tbere bas been little activity in dried fruits during the week. Prunes, however, have been moving into consumptive channels freely. People are apparently turning their attention more to the buying of canned goods and jams in place of dried fruits. Evaporated apples inclined to higher levels during the week and were quoted at 12c to 12½c in some quarters. Prices on candied peels have not yet been named either by tbe American or English manufacturers.

Apples, evaporated, per lb.	0 12	0 12½
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case...	3 10	3 25
Dromedary dates, 3 doz. in case.....	3 85	4 00
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 05½	0 07
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-50s, per lb., 25's, faced	0 12½	...
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lb., 2s. faced	0 09½	0 11
808-90s, per lb., 25's, faced	0 11½	....
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 10½	0 11
Valencia, Spanish	0 10½	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Importers Seek to Bring Tea by Pacific

Toronto

TEAS.—Tbere have been still higher prices for teas during the week and the market continued an excitable one. The advance on bulk teas during the week has been from 2c to 8c per pound, There is comparatively little tea on hand either in importers or wholesalers hands. Teas are not arriving in London and it is difficult to get quotations from that source. Some of the importers have consequently cabled orders to Colombo for shipment of teas by way of Hong Kong and the Pacific Ocean. This would take three to four weeks longer to bring by this route but it is considered a possible means of relief. At the best it would take teas in the neighborhood of thirteen to fourteen weeks to come by way of the Pacific. The cheapest tea obtainable is 35c per pound for Pekoe Sous. In package teas tbere was a continued firmness and other concerns followed upward in price with the lead taken by one company last week. Ridgeways teas were advanced 2c per pound to the retail trade. Red Rose tea has advanced 4c per pound in Ontario to the retail trade and 5c per pound to the consumer. Lipton's teas have not yet advanced but it is expected they will record an advance in the near future. Indian and Ceylon teas in the London market were quoted 1c per pound higher this week.

	Per lb.	
Pekoe Souchongs	0 35	0 37
Pekoes	0 36	0 40
Orange Pekoes	0 37	0 40
Broken Pekoes	0 37	0 40
Broken Orange Pekoes	0 40	0 45

These prices do not indicate the wide range in the values. Tbey are for good medium grades, and meant to give some indication of price movements.

High Price of Teas May Stimulate Coffee

Toronto

COFFEE.—There is opinion expressed on the part of importers that tbe high prices for teas may send a greater demand to coffee, which is comparatively cheap at present. Demand for coffee has been good, the volume of business being reported ahead this year as compared witb the same period last year. Embargoes on railways are affecting deliveries but stocks are fairly heavy locally which will take care of requirements for some time. In the United States tbe stocks of coffee are also fairly heavy, being 340,000 bags in excess of tbis same time last year. There is a total visible stock in that country of 1,863,479 bags. In Brazil there are 3,294,000 bags at the ports of Santos and Rio which is in the neighborhood of 400,000 bags greater than at this time last year. Local prices held steady during the week.

Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Prices in Spices Are Stimulated by Submarines

Toronto

SPICES.—In the primary markets at New York there has been an active market for spices to take care of the actual needs of manufactures. This activity has been caused partly througb tbe submarine menace which has renewed interest in these commodities since there was some danger of supplies being reduced through their ravages. Locally demand for spices has been excellent. There is a firmness in the market but dealers are conservative about advancing prices lest the demand should suddenly be cut off. Ginger continues in scarce market. Prices held steady during the week.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	0 22	0 25
Peppers, white	0 38	0 42
Peppers, black	0 28	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	....	0 25
Carraway seed, whole	0 55	0 75
Cream of Tartar—		
Frencb, pure	0 48	0 50
American high test	0 53	0 55

Peanuts Advance ½c In Primary Markets

Toronto

NUTS.—There has been an advance of ½c per pound in peanuts in tbe primary market in Virginia and this bas accordingly put a firmness in the local market. There bas been a little more activity in nuts during tbe week on account of the submarine menace which apparently has had tbe effect of stimulating trade in nearly all lines that come by ocean transit. Some firms report they bave been cleaned out of sbelled walnuts witbin recent days. Shelled nuts are moving freely. This class of goods is becoming very scarce in Europe owing to tbe lack of labor there. Shelled California walnuts bave been finding ready sale, the price for tbe various grades being quoted from 26c to 33c per pound.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	5 75
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	0 26	0 33
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Tapioca Importers Advanced Price 1c

Toronto

RICE AND TAPIOCA.—Tbere is a firmness in tbe market for tapioca which has made itself evident by the advance of 1c per pound on tbe part of importers to the wholesale trade. Wbile some quotations in tapioca were as low as 10c on the other hand there were firm quotations at 11c. It is anticipated there will be a movement upward quite generally by wbolesalers. The cost of Penang tapioca coming by way of New York at the present quotations there would bring tbe cost to 13c per pound to lay down in tbis market. As yet there has been none brought over this route at these higher prices. Cables to Singapore from importers in this city to ascertain stocks and quotations bave remained unanswered for over a week. Stocks on spot are light. There has been a good demand for rice during the week. One wholesale firm was cleaned out of available supplies although they bave other stocks due to arrive. Rice prices remained unchanged.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50

Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	5 00	6 50
Tapioca, per lb.	0 10	0 11

Ontario Beans Are Scarce; Prices Higher

Toronto

BEANS.—Wholesalers have concerned themselves during the week with picking up odd lots of Ontario beans still available. There is a scarcity of this commodity as the producers have pretty well sold out their stocks. There is a fair demand for limas but prices held steady during the week in the face of the firmer market at primary points in California. Ontarios are quoted from $7 to $7.50 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bush.	7 00	7 50
Rangoon, per bushel	5 90	6 00
Japanese, per bushel	....	6 00
Limas, per pound	0 10	0 11

Another Line of Package Cereals Down

Toronto

PACKAGES.—There has been a decline of 50c per case in the Robin Hood rolled oats during the week. The family size of 20 to case has been reduced from $4.50 per case to $4. This now makes two of the well-known brands that are selling at $4. Cornflakes and shredded wheat held steady. Starch was also in steady market. There is a fair demand for package cereals.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	....	4 00
Rolled oats, round regular 2-lb. size, case	1 35	1 60
Rolled oats, square case	4 75	4 85
Shredded wheat, case	....	3 60
Cornstarch, No. 1, pound cartons	....	0 08½
No. 2, pound cartons	....	0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Whitefish, Herring And Pickerel All Up

Toronto

FISH AND OYSTERS.—Fish dealers have anticipated a heavy demand for the Lenten season which begins February 24 and have in consequence laid in fairly good supplies of fish. There have been a number of price changes during the week, a number of which were in an upward direction while there was a slightly easier tone in some lines. Haddie fillets are firm and up 1c to 2c per pound. Kippered herring are also quoted up as high as $2 per box. Labrador herring are quoted 25c to 50c a barrel higher and salt mackerel in kits in some instances is quoted up 35c per kit. Frozen halibut is in good supply and the price is consequently slightly easier than last week, being quoted down to 14c per pound. Steak cod is also quoted down to 10c per pound. Whitefish is ½c per pound higher and frozen herring have also increased a like amount Yellow pickerel has advanced ½c and smelts are quoted firmer

SMOKED FISH.		
Ciscoes, per lb.	0 14	0 15
Haddies, per lb., new cured	0 12½	0 13
Haddies, fillets, per lb.	0 17	0 18
Kippered herring, per box	1 60	2 00
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 60
PICKLED AND DRIED FISH.		
Labrador herring, keg	....	4 50
Labrador herring, barrel	8 75	9 00
Salt mackerel, kits	2 25	2 60
Quail on toast, lb.	....	0 10
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 14	0 15½
Cohoe salmon (red), frozen	0 14½	0 15
Qualla salmon (pink), frozen	0 10	0 11½
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	0 10	0 11
FRESH LAKE FISH.		
Pike, lb.	0 08	0 08½
Whitefish, lb., frozen	0 12	0 13
Goldeyes, lb.	0 07	0 08
Herrings, frozen	0 05½	0 06
Tullibees, lb.	0 08	0 09
Yellow pickerel	0 12	0 13
Smelts, No. 1, lb.	0 13	0 14
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Shell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

EVAPORATED MILK.—A further advance of 30c per case on Eagle brand condensed milk has taken place and 25c per case on all other lines of condensed and evaporated milks of the Borden company with the exception of Baby evaporated which has advanced 10c per case.

Cold Weather Hinders Movement of Fruits

Toronto

FRUIT.—The long stretch of cold weather has been a hindrance to the fruit trade. It has been impossible to move it with any degree of safety either to have deliveries made to wholesalers or to distribute it to the retail trade. For this reason the fruit business has been in a quiescent state during the week. No. 1 Spys were quoted up to $8 per barrel. Some boxes of British Columbia apples were selling as low as $2. Florida oranges were quoted at $4 per case. Cuban grape fruit was quoted as high as $4 per case while the Porto Rico was quoted up to $3.50 case. California lemons were quoted from $3.50 to $4 per case. Marmalade oranges are in transit and are expected to reach this market next week.

Apples—		
Barrel	3 25	7 00
Spys, No. 1	6 00	8 00
Spys, No. 2	....	5 50
Boxes, American	2 25	2 50
Boxes, B.C.	2 00	2 50
Bananas, bunch	1 25	2 00
Cranberries, bbl.	10 50	11 00
Do., kegs	....	5 50
Boxes, 28-qt.	3 75	4 00
Oranges—		
Cal. Navels	2 75	3 50
Floridas, per case	....	4 00
Tangerines, Florida, case	2 50	2 75
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 75	4 25
Grapefruit, Cuban	3 25	4 00
Porto Rican, case	3 00	3 50
Lemons, Cal., case	3 50	4 00
Messinas, case	3 25	3 75
Pineapples, Cuban, case	4 00	4 50
Cuban, case	4 00	4 50
Rhubarb, doz. bunches	1 00	1 25
Strawberries, 1-qt.	0 45	0 60

Potatoes and Onions Climb to Record Levels

Toronto

VEGETABLES.—There has been considerable activity in the onion market during the week. British Columbia onions are quoted from $7.50 to $8.50 per 100-lb. sack as compared with $5 last week. Ontario onions are also quoted much higher at $6 to $6.50 per 75-lb. sack. Spanish onions are selling at $6.50 to $7.50 per 120-lb crate. There is a scarcity of this class of vegetable in the market at present. Potatoes are pretty much in the same position. Prices in the latter ranged from $3 to $3.25 during the week. One large dealer who had thirty-eight cars on order in Saskatchewan is unable to get any supplies so far from this source. Ontario potatoes where they are available are selling at $2.90 to $3 per sack. Green string beans in hampers are quoted up to $8, an advance of $1.50. Carrots in the bag are also firmer and are quoted up to $1.75. California celery has advanced 50c per case and Florida half cases are quoted $1.50 to $2 higher per case. Lettuce by the pound has increased 3c and is now selling at 20c. Turnips are also firmer, being up as high as 90c per bag with the range down to 75c.

Artichokes, Cal. French, doz.	1 00	1 25
Beans, green string, hamper	....	8 00
Beets, bag	....	2 00
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 50	2 75
Cauliflower, Cal., 18 to 24 in box	....	4 00
Do., half box	....	2 00
Carrots, bag	1 60	1 75
New, hamper	....	1 50
Celery, California, case	8 00	8 50
Florida, half case	4 00	4 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Per pound	....	0 20
Florida head lettuce, hamper	4 00	4 50
Mushrooms, 4 lbs.	2 00	2 50
Onions—		
Spanish, crate, 120 lbs.	6 50	7 50
Spanish, half cases	....	3 75
Spanish, small crate	....	2 75
B.C. onions, 100-lb. sack	7 50	8 00
Ontario onions, 75-lb. sack	6 00	6 50
Green, per bunch	....	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	3 00	3 25
Sweet Jerseys, hamper	2 15	2 50
Parsnips, bag	2 ..	2 50
Green peppers, doz.	....	0 60
Tomatoes, Florida, 6-basket carriers	5 00	6 00
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	....	0 75
Turnips, yellow	0 75	0 90

MANITOBA MARKETS

WINNIPEG, Feb. 14.—There is not the same evidence this week of canned tomatoes being sacrificed, but they are being quoted at $4, with a big discount. There has been evidence for some time of jobbers holding stocks of canned goods at big prices getting anxious as to what was going to happen. A prominent Winnipeg broker this week states that there is absolutely no ground for apprehension, and that there is no necessity for cutting prices on canned goods.

It has been surprising to find the hog

market holding up, and prices for live hogs have reached almost record heights again. This has no doubt been caused by the extremely cold weather, in which there has been very little let up. This is also responsible for an advance in new laid eggs to 50-55c., and an advance of a cent in fresh made creamery. All Florida fruit and vegetables took a jump this week on account of frost in that State, one of the most important advances being in grapefruit, which advanced a dollar; strawberries went up ten cents per box. The flour market is uncertain, and like wheat, is marking time somewhat until the American situation clears.

Doubt Regarding Sugar No Predictions Made

Winnipeg

SUGAR.—There is as much doubt regardisg sugar as ever, and neither brokers, nor anybody else, are inclined to predict what is going to happen. While the tendency for raws has been down, the shipping crisis makes an advance possible. Refiners advise that Cuba raws sold at a higher figure last week. Sugar was one of the few commodities adversely affected by the critical situation in the States.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	8 00
Extra ground or icing, boxes	8 85
Extra ground or icing, bbls.	8 55
Powdered, boxes	8 65
Powdered, bbls.	8 45
Hard lump (100-lb. case)	8 95
Montreal yellow, bags	7 60
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 05
Halves, 90 lbs., per cwt.	8 15
Bales, 20 lbs., per cwt.	8 15
Powdered, 50s	8 70
Powdered, 25s	8 95
Icing, barrels	8 70
Icing, 50s	8 90
Cut loaf, barrels	8 90
Cut loaf, 50s	9 10
Cut loaf, 25s	9 35
Sugar, British Columbia—	
Extra granulated sugar	8 00
Bar sugar, bbls.	8 05
Bar sugar, boxes, 25s	8 45
Icing sugar, bbls.	8 15
Icing sugar, boxes, 50s	8 35
H. P. lumps, 60-lb. cases	8 85
H. P. lumps, 25-lb. boxes	9 10
Yellow, in bags	7 55

SYRUP.—Most of local jobbers have made contracts in the south for molasses at the old prices, and it is hardly likely there will be an advance for some time unless on account of increased transportation charges. Brokers predict higher prices on Barbadoes on account of difficulty getting tonnage. Advances recently went into effect of 50c. per case on Ginger bread and Domoleo molasses. There is no change in corn or cane syrup this week.

Winnipeg

B. C. Cane Syrup—	
2-lb. tins, 2 doz. to case, per case	4 10
5-lb. tins, 1 doz. to case, per case	4 70
10-lb... tins, ½ doz. to case, per case	4 40
20-lb. tins, 3 tins to case, per case	4 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal	0 70
New Orleans, ½ bbls., gal	0 46

Apricots Hard to Get Prunes to Sell Higher

Winnipeg

DRIED FRUITS.—Retailers may expect firm prices on prunes. Brokers advise that stocks in California are approximately 9,000 tons, against sales last year from Feb. 1 to new crop of about 20,000 tons. The raisin market is steady, and stocks in Winnipeg are good. Apricots are hard to get, and some jobbers' stocks are inclined to be short. Currants are moving very slowly owing to the high prices being asked.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	0 11½	0 12½
Apricots—		
Choice, 25's	0 19	0 20
Choice, 10's	0 19½	0 20½
Pears—		
Choice, 25's	....	0 12½
Peaches—		
Choice, 25-lb. boxes	....	0 10
Choice, 10-lb. boxes	....	0 10¾
Currants—		
Fresh cleaned, Australian, lb.	....	0 19
Amalias, Greek, wet cleaned	0 18	0 18½
Figs—		
Coking Figs	....	0 07½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	2 00
Raisins, California—		
16 oz. fancy, seeded	....	0 11½
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 09
40 to 50, 25's	....	0 11¾
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

Barley Hard to Get Jobbers Sell Beans East

Winnipeg—

DRIED VEGETABLES. — Barley is very hard to get now, and millers state that it is very hard to get good barley for milling purposes. There has been a big demand considering the high price, but the season will be well over in thirty days. Most cereals have been firm, although, with keen competition in the rolled oats market, prices are easier, several firms doing business at 2.80 for 80's. Jobbers report very few beans selling, and there are cases of jobbers with good stocks selling them to brokers, who have disposed of them in the East where the demand is better than here.

Beans—		
Japanese, white beans, bushel	5 30	5 75
Manchurian, bushel	6 25	5 50
California Lima Beans—		
80-lb. sacks	0 09½	0 09¾
Barley—		
Pot, per sack, 98 lbs.	4 60	4 70
Pearl, per sack, 98 lbs.	6 60	6 65
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	3 60	4 00

Advance in Coffees May be Expected

COFFEE. — Shipping situation in South America, and higher insurance rates, are sending the market up, and will result in higher prices to the retail trade before very long. Some jobbers have run out of stock, and are paying about a cent more for their new supplies.

Several Brands of Package Teas Advance

TEAS.—There has been another advance in Blue Ribbon tea, following the recent advance in Calcutta. Their red label is now bringing 38c. and 39c. An advance has taken place in Salada tea.

No Ground for Fear For Canned Tomatoes

CANNED GOODS. — The temptation on the part of some jobbers to quote low on canned tomatoes is in evidence, and 3.80 is not being turned down this week. There is a feeling in some quarters that there is no need for disquietude. One broker says: "There would be no weakness if jobbers did not get cold feet. We predict even higher prices for next crop, and those who look for any relief will be mistaken. Prices named in the United States so far for 1917 goods are very high, and big sales have been made."

Fish Prices High; Poultry Slow

Winnipeg

FISH AND POULTRY.—Fish jobbers complain that fish is becoming increasingly hard to get, and that prices being quoted are high. As regards poultry, there is very little demand for it, and receipts from the country are light.

Oysters, Imperial gallon	3 00
Whitefish	0 10
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17
Sea herring	0 07½

Frost in Florida Sends Many Lines Up

Winnipeg

FRUITS AND VEGETABLES. — Difficulty is still experienced getting carrots and other roots because of the cold weather, which has continued severe for several weeks. Onions are up on account of scarcity, and are bringing $4.50 per cwt. Trouble is experienced with Florida products on account of frost in that State. Florida strawberries have advanced from 60c to 70c per box. Florida head lettuce is practically unobtainable; California is bringing $1.75 per doz. Another line from Florida is grapefruit, which has advanced from $4.50 to $5.50. Cranberries are getting fewer, and are selling at the same figure—$11.00 per bbl.

Brussels sprouts, lb.	....	0 25
Manitoba potatoes, 10-bushel lots	....	1 20
Manitoba potatoes, carlots, bush., f.o.b. Winnipeg	....	1 00
Celery, Cal., doz.	....	1 50
Carrots, bushel	....	1 00
Turnips, bushel	....	0 50
Onions, per cwt.	....	4 50
Cabbage, per cwt.	....	4 10
Cauliflower, Cal., case	5 00	5 00
Head lettuce, Cal., doz.	....	1 75
Head lettuce, Florida, hamper 3 doz.	....	5 50
Imported mushrooms	....	0 90
Sweet potatoes, hamper	....	5 00
Tomatoes, Florida, basket	....	1 50
Fruits—		
Oranges, navel, case	3 00	3 25
Oranges, Florida, box	3 00	3 25

(Continued on page 46.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Feb. 13.—Lard has increased 1c per pound, now making the base price $13.50 per case. Condensed and evaporated milk have been advanced 25c per case. The sugar market is steady. Broom market is strong, and with the reported shortage of broom corn an advance is anticipated in the near future. Dried fruits are steady, with coast packers of prunes reported to be holding out for higher prices. Supplies of apricots are nearly exhausted. New-laid eggs are now selling at 60c per dozen, while storage are quoted at 50c per dozen. Dairy butter is quoted at 32c per pound, and No. 2 dairy butter at 30c.

EDMONTON:

Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	....	9 20
Molasses, extra fancy, gal.	....	0 77½
Rolled oats, 80s, basis	....	3 40
Rice, Siam, lb.	....	0 04¼
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1, Ontario, large	....	0 26
Butter, dairy	....	0 32
Butter, No. 2 dairy, lb.	....	0 30
Lard, pure, 3s, per case	....	13 50
Bacon, smoked backs, lb.	....	0 26½
Bacon, smoked sides, lb.	....	0 26½
Eggs, new laids, doz.	....	0 60
Eggs, storage, extras	....	0 50
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 50
Raspberries, 2s, Ontario, case	....	5 60
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case	....	13 50
Salmon, pink, talls, case	....	5 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 13.—Evaporated and condensed milks have advanced 25c per case. Hog products are in an advancing market. Bacon sides and backs are now quoted at 27c. Cigars have advanced from $3 to $5 per thousand. Paper bags and twine show slight advances. Flour held in a steady market with a firmness in sugar. Sago and tapioca are in firm market, with advances probable in the near future. Shelled almonds are quoted down 2c per pound from a week ago. Manchurian shelled walnuts for arrival in two weeks are being quoted at 40c per pound for halves and 31c per pound for broken. Peanuts are quoted at 12c per pound All California dried fruits are firm. Some package teas which had not advanced followed upward 5c per pound to-day.

CALGARY:

Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s, per bbl.	....	9 20
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 20
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1 Ontario, large	....	0 27
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	13 50
Bacon, smoked backs, lb.	....	0 27
Bacon, smoked sides, lb.	....	0 27
Eggs, new-laid, doz.	....	0 45
Eggs, storage, case	11 00	12 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a.cse	5 00	5 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 13.—Although the records of past thirty years show highest previous price of potatoes to be $4 per barrel, they are now firm at $5, with a strongly upward tendency. This situation is expected to continue for at least another month, when milder weather will drive out any hoarded stock, which may be sufficient to depress the market, although this cannot be counted on definitely. The market is practically bare of onions, and the few that are being offered readily command $7 to $7.50 per 100-lb. bag. Cheese is firmer at 26c to 26½c per pound. Eggs, both new-laid and case, are scarce, but prices remain stationary. Breakfast bacon is now quoted 27c to 28c. Yellow-eyed beans are easier at $6.85 to $6.90. American clear pork, with an advance of $4 during the past month, is now quoted at $43 to $44. Lemons are scarce and higher in price, Messinas being quoted at $4.50 to $5 per case, and Californias at $5.50. Grapefruit is also firmer at $4.50 per box. Jobbers are beginning the distribution of seed to rural dealers, and are thus taking advantage of the good winter roads. Demand for seed is good, with timothy lower than last year. No. 1 timothy is quoted at $9.25 to $10 per hundred pounds; No. 2 at $7.35 to $8. Red clover seed—No. 1 is quoted at $26 to $27 per hundred pounds, and No. 2 at $25 to $26. Mammoth No. 1 is quoted at $28 to $29, and No. 2 at $26 to $27. Alsike No. 1 is quoted at $24 to $25, and No. 2 at $20 to $21. Demand is more for better grades than formerly.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Manitoba	....	10 50
Ontario	....	9 55
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 50
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 60	0 61
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00
Beans, yellow-eyed	6 85	6 90
Rice, Siam, cwt.	6 00	6 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 45	7 50
United Empire	7 35	7 40
Bright yellow	7 25	7 30
No. 1 yellow	7 05	7 10
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 26	0 26½
Eggs, new laid	0 45	0 50
Eggs, case	0 39	0 42
Roll bacon	0 25	0 26
Breakfast bacon	0 27	0 28
Butter, dairy, per lb.	0 38	0 41
Lard, pure, lb.	0 22	0 22¾
Lard, compound	0 17¾	0 18
American clear pork	43 00	44 00
Beef, corned, ls	2 80	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Cohoes, case	....	9 00
Salmon, Chums	4 75	5 00
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 11½
Raisins, fancy, lb.	....	0 12
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	....	0 10
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11¾	0 12
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	....	5 50
Oranges, Cal., box	3 25	4 00
Grapes, Malaga, keg	6 00	7 00
Grapefruit, per case	....	4 50
Potatoes, bbl.	....	5 00
Onions, per 100-lb. bag	7 00	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Feb. 13.—The business outlook here is brighter, dealers reporting trade picking up in rural communities and city business better. Staples remain firm for the most part. In canned goods, peas and peaches are slightly lower, peaches being quoted at $3.75 and peas at $2.60 per case. St. Charles and other brands of condensed milk have advanced 25c per case. Rogers syrups have also advanced 25c per case. Teas have been marked up 1c per pound. Brooms have taken a big jump upward, advancing from 50c to $1 per dozen. Evaporated apples show an advance of 1c per pound, and are quoted at 11½c. Figs and dates are about off the market, and shelled walnuts are scarce.

REGINA—

Beans, small white Japan, bush.	....	5 75
Flour, No. 1 patents, 98s, per lb.	....	9 30
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 50

(Continued on page 46.)

FLOUR AND CEREALS

Flour And Feed Market Hampered

Montreal

FLOUR AND FEEDS.—While the outlook as regards the wheat and flour market is not exactly pessimistic, and the note of hopefulness for improved conditions is continually present in all opinions voiced, there can be no denying the fact that the railway transportation trouble in the shape of congestion and embargoes, due to congestion, is causing the gravest concern at present. Many country points around Montreal are as totally cut off from supplies of flour in car load lots as if Montreal were without railway communication at all. Strictest possible embargoes prevail, making it impossible to ship supplies by any railway route, even the device of sending cars by way of certain junctions having been frustrated. Leading milling people are even fearing that there may soon be serious shortage of flour supplies in certain country places unless matters are speedily remedied. The market continues with prices as prevailed last week, and supplies most carefully conserved by the millers having stocks on hand. It is said that very little wheat remains in Montreal elevators, so that no one is being supplied with sufficient flour to stock up and hold against any possible market advance. Whenever the railway troubles begin to let up a little a big rush is expected for wheat and flour, but at present it looks as if the let up will not be until near the end of February, and meantime the situation is keeping Western mills very idle for the most part. Winter wheat is reported also in dwindling stocks in Ontario, and the snow roads are reported heavy, so that not a great deal of hauling is being done. The market for winter wheat is steady at rather dull tone, with only hand-to-mouth buying recorded. Feeds are absolutely at a premium now, and while mills are quoting the prices given below, supplies are restricted, and anyone wanting a large quantity would have to pay heavily for it if able to secure supplies at all. Some farmers are said to be reducing their live stock rather than buy feeds even to carry them over till grass grows.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 60	9 80
Second patents	9 10	8 90
Strong bakers	8 90	8 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
990 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	36 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel	....	0 74

Cereals in Very Good Market Demand

Montreal

CEREALS.—There is brisk demand, and great firmness of market tone for cereals this week, the effect of the railway difficulties being felt to a serious extent also as regards shipments, though supplies in sufficient quantity for immediately visible needs exist in Montreal, and some firms are fortunately situated in this respect. Still stocks are only replenished sparingly, and with the future uncertain holders of cereal supplies for sale in quantity are not inclined to unload rapidly. Surprise was expressed when news of the sale of 1,000 bags of rolled oats at $3—a price well under the market even at the time—was reported on Saturday, and the market has since firmed up to $3.25 and $3.35 per 90-lb. bag. Rye flour has been held up by railway embargoes to such an extent that small quantities have even been brought into Montreal by express.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	6 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 30
Cornmeal, yellow, 98 lbs.	....	3 40
Graham "our, 98 lbs.	....	3 40
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 25
Oatmeal, granulated, 98 lbs.	....	4 25
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	3 25	3 50
Rolled wheat, 100-lb. bbls.	....	6 50
Rye flour, 98 lbs.	....	4 00
Whole wheat "our, 98 lbs.	....	4 55
Wheatlets, 98 lbs.	....	4 80

Railway Embargo Affects Mill Activity

Freight Shipments Closed Up Tight—Some of Mills Have Seized Opportunity to Close Down and Make Repairs

Toronto

FLOUR.—The situation in flour is becoming more acute through the inability of the mills to make deliveries. There are practically no shipments coming from the West owing to the embargoes on the railways, and in Ontario points there is a condition that practically amounts to an embargo on nearly all points. One large concern with a mill at Goderich have been unable to make shipments, and have consequently closed down their mill and have seized the opportunity to make some repairs. There is scarcely any feed coming from the Western mills. Flour held steady in price during the week as a result of the comparative steadiness in wheat. On Tuesday of last week the cash wheat at Winnipeg closed at $1.68, and on Tuesday of the present week it closed at $1.68⅜, which represents a net gain of ⅜c during the week. During that time, however, it went as low as $1.65 on three days of last week. On Monday it reached high point for the week at $1.70⅝. In some quarters there is a slightly better demand noted, but the demand is of a hand-to-mouth nature. Ontario winter wheat flour held steady in a dull market, demand being rather light.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 80	9 00
Ontario Winter Wheat Flour—		
High pttents	8 60	8 80
Second patents	8 20	8 40

Easier Prices For Rolled Oats During Week

Toronto

CEREALS.—Prices for rolled oats were slightly easier during the week. Demand for this commodity has been good; with the easier tone, buyers took hold and transactions were fairly heavy. In some of the package oats there was a decline of 50c per case during the week.

Barley, pearl, 98 lbs.	6 50	7 00
Barley, pot, 98 lbs.	4 85	5 25
Beans, prime	6 75	7 25
Buckwheat grits, 98 lbs.	6 75	7 00
Corn flour, 98 lbs.	3 50	....
Cornmeal, yellow, 98 lbs.	3 20	3 40
Graham flour, 98 lbs.	4 50	4 60
Hominy, granulated, 98 lbs.	....	3 50
Hominy, pearl, 98 lbs.	....	3 25
Oatmeal, standard, 98 lbs.	3 85	4 50
Peas, Canadian, boiling, bush.	3 25	....
Rolled oats, 90-lb. bags	3 50	3 65
Rolled wheat, 100-lb. bbls.	4 75	5 25
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 50	4 60
Wheatlets, 98 lbs.	4 75	5 00

Poor Shipments Are Cutting Feed Supplies

Toronto

FEEDS.—There is a still further curtailment of the available supplies of feeds through the railway situation. The large milling concerns are finding it impossible to get sufficient stocks to the East to anywhere near meet the demand. During the week the freight situation took on a more acute state, and millers were unable to get a pound of their commodities accepted by the railways for shipment. Some of the millers have

been forced to close down in consequence. The sale of feeds is still being limited to mixed cars, where a certain proportion of flour is also taken with the order. Prices held steady during the week.

	Mixed lots ton	Small lots ton
Mill Feeds—		
Bran	33 00	35 00
Shorts	38 00	40 00
Feed flour	50 00	62 00
Ontario oats, outside points	0 63	0 65

Feed Situation Acute; Rolled Oats $2.80-$3.00

Winnipeg

FLOURS AND CEREALS.—Early this week, first patents were bringing $9.00. The wheat market has been very narrow, with very little actual trading. It would seem that the market is simply marking time to see what effect American situation will have on war conditions. Recently the market went down when negotiations were broken off between U.S. and Germany, whereas most people thought the effect would be the opposite. Domestic flour business continues very quiet, largely owing to the railway situation, which is getting daily worse. Millers are finding difficulty securing railway equipment for moving their products. Rolled oats bring from $2.80 to $3.00, with considerable demand. The tendency of oats is up, and this will no doubt have an eventual bearing on the manufactured product. Feeds are still firm, bringing $28 for bran and $30 for shorts. Eastern buyers are clamouring for delivery of feeds, and are actually paying premiums to secure it. All the mills here have considerable stock, but are making no endeavor to sell locally, as it is all required in the East as soon as they can get cars to move it.

Flour—		
Best patents	....	9 00
Bakers	....	8 50
Clears	....	8 10
XXXX.	....	6 90
Cereals—		
Rolled oats, 80 lbs.	2 80	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 60
Oatmeal, 98's	....	4 00
Feeds—		
Bran, per ton	....	28 00
Shorts, ton	....	30 00
Middlings, ton	....	30 00
Mixed chop, ton	....	42 00

WEEKLY MARKET REPORTS

(Continued from page 44.)

Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 08¾
Sugar, pure cane, granulated, cwt.	....	8 14
Cheese, No. 1, Ontario, large	....	0 27
Butter, creamery, lb.	....	0 42
Lard, pure, 3s, per case	....	12 75
Bacon, smoked sides, lb.	....	0 30
Bacon, smoked backs, lb.	....	0 28
Eggs, new-laid	0 50	0 60
Eggs, storage, No. 2	....	0 40
Tomatoes, 3s, standard, case	....	4 35
Corn, 2s, standard, case	....	3 55
Peas, 2s, standard, case	....	2 60
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 25
Peaches, 2s, Ontario, case	....	3 75
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall, case	6 60	6 75
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid	....	0 50
Eggs, storage	0 40	0 42

ACCOUNTING FOR RETAIL MERCHANTS

(Continued from page 30.)

answer is: Open a separate bank account, in another bank from where you do business, or in a trust company, and make the building revenue deposits to that account. As soon as the amounts are rung up in the register, make a Paid Out to Savings, and put the money aside in the drawer until banking time. The bookkeeping looks like this:—

Debit.	Sunds.
Savings (say)	$120.00
Credit	Cash
Cash, Savings	....$120.00

And thus you start the MOST VITALLY IMPORTANT account ever opened by any business man; and your ability to wipe out that mortgage and then go on making REAL MONEY depends on your inflexibility in keeping that account alive. For—let this sink in now and here—no merchant ever yet made any REAL MONEY until he began to take MONEY out of his business regularly and put it into something else. That is a lesson every successful merchant learns as a condition necessarily precedent to success.

Do you begin to see where you can read results from the entries you make daily? Every time you journalize — more particularly, every time you post your ledger—these figures will take on new meaning. Soon a mere glance at them will reveal to you what your business is doing and serve to suggest ways and means for improving its performance.

QUESTIONS, Gentlemen?

RETAIL MERCHANTS' ASSOCIATION

(Continued from page 34.)

and T. J. Maher. It was noted at this meeting that there were 23 merchants eligible for membership in this and all had become members.

The following officers were elected: President, Thomas Nairn; vice-president, H. C. Bake; secretary, Albert W. Webb; treasurer, A. E. Luxford.

Officers of Toronto Branch Elected

At the meeting of the grocers section of the Toronto branch held in the Association rooms Feb. 12th, the officers for the year were elected as follows: Chairman, F. C. Higgins; 1st vice, R. Dowson; 2nd vice, W. J. Parks; secretary, W. J. Nicholl; treasurer, D. McLean.

The report of the Excursion committee showed a profit of $350 from that undertaking. The question of orders taken by manufacturers at the Exhibition to be executed by the retail grocer was considered. The matter was finally left till a later meeting so that the members could arrive at some suggestion that might give uniformity to this business.

Consider Question of Embargo on Fruit

W. J. Nicholl addressed the meeting on the subject. "How I saved 100 dollars by being a member of the Association. Mr. Miller outlined some of the legislation being proposed by the Association. Among other matters Mr. Miller brought to the attention of the Association the proposal of the Niagara District Fruit Growers to send a deputation to Ottawa to petition the government to place an embargo on American fruit and vegetables coming into Canada during the four months of the Canadian fruit season. As this matter was of such importance to the trade it was decided to call a special meeting on the 26th of the month to consider the question fully.

Mr. Miller stated that he had arranged to have bulletins sent out to all members with regard to all adulterations of goods as shown by the investigations of the Inland revenue department. As the fine for such infringements was $50.00 and costs Mr. Miller thought that such information might be of great value to the members.

WEEKLY GROCERY MARKET REPORTS

(Continued from page 43.)

Oranges, bitter, Palermos, case 200	....	7 00
Oranges, bitter, Japanese, case 60 lbs.	....	3 50
Lemons	....	5 00
Grape fruit	4 50	5 50
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	5 50	6 00
Ontario apples, No. 3	....	4 50
Jonathans, Washington, box	1 75	2 25
Wine Saps, box	2 00	2 25
Rome Beauties, box	....	2 00
B.C. McIntosh Reds, No. 1	....	2 25
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 00
Pears, D'Anjou, box	....	4 50
Strawberries, box	....	0 70
Bananas, lb.	....	0 05½

BRITISH COLUMBIA MARKETS

Vancouver, B.C., Feb. 14—In wholesale circles one of the principal topics is unprecedented high price of vegetables, never so high in the history of the city. Potatoes $50 ton; onions $140; cabbage $160; carrots, turnips, etc., $1.50 to $1.75 sack. This is due to heavy exportation. Much interest is being taken in a report from Ottawa that action is to be taken against British Columbia Sugar Refining Co., and several wholesalers for conspiracy to keep up price of sugar.

They make a vigorous denial of the charge. There is a famine in dry beans, and they are much sought for. Flour prices remain firm. Talk of general use price spices, but not eventuated yet.

There is a movement on foot by British Columbia Consumers' League to induce people to use British Columbia canned goods, especially tomatoes, in preference to Eastern.

PRODUCE AND PROVISIONS

Higher Prices For Hogs and Products

Montreal—

PROVISIONS.—The advancing markets in Chicago are having a firming tendency on Canadian markets. Already there are higher prices recorded on several lines of pork products, and it looks as if prices may go even higher still Lard continues scarce, and is in very firm market. Owing to the high prices for lard there is a better demand for shortening. The supply of hogs is very scanty. Live hogs are quoted at $15.50 to $15.75 per hundred pounds, and dressed hogs are quoted at $21.50 to $22, showing further advances over last week's prices. Quality is not by any means satisfactory to the abattoirs, but the farmers complain of the high cost of foodstuffs for their stock.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 26	0 27
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 29	0 30
Roll, per lb.	0 22	0 23
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19	0 20
Long clear bacon, small lots	0 19½	0 20½
Fat backs, lb.	0 18	0 19
Cooked Meats		
Hams, boiled, per lb.	0 38	0 39
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 60 lbs.	0 21¾	0 22
Pails	0 22	0 22¼
Bricks, 1 lb., per lb.	0 23	0 23¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17½	0 17¾
Pails, 20 lbs., per lb.	0 18¼	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18¾

Supplies of Live and Dressed Poultry Small

Montreal—

POULTRY.—There is very little live poultry or fresh killed poultry either, coming into the markets of Montreal at present. The stocks of storage poultry held in Montreal are rather less now than was the case for the corresponding period of last year, according to the views of men in touch with the storage stocks. Dealers report a very good demand for poultry, prices having been fairly low as compared with some other foodstuffs recently. No price changes are reported this week.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 25	0 30
Old roosters	....	0 20
Roasting chickens	0 25	0 27
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Egg Prices Firmer; Western Eggs Arrive

Montreal—

EGGS.—Storage eggs are very, very scarce at present in Montreal. Fortunately a few cars have been shipped in from Vancouver, Calgary, Edmonton, and Winnipeg. Dealers report the quality of these Western eggs to be very good indeed, and these are filling the trade requirements for the time being fairly well. It is also reported that there are a few cars of Chinese eggs on the way to Montreal. Receipts of new laids are increasing, but the demand continues very good indeed. No new laids are being purchased now from Chicago as the market there is too high when you take into account the express charges on the shipments, and duty. Egg receipts in Montreal for the week ending Feb. 10, were 4,290 cases, as compared with only 2,687 cases for the corresponding period last year. Prices show a slight advance this week.

Eggs—		
New laid	0 55	0 60
Selects	....	0 47
No. 1	....	0 44

Cheese Prices Show Half Cent Advance

Montreal

CHEESE.—The railway transportation troubles are affecting supplies of cheese from the United States for Montreal. Very little cheese is moving in Montreal at present for this reason, but there is some Western cheese quoted at 26½ cents and held at that against export demand. Prices of cheese in Montreal are advanced half a cent per pound this week, due to the rather short supplies and firm market, though arrivals show much better figures for the period ending Feb. 10, than they showed for the corresponding period of last year. The figures are:—1917, 6,132 boxes; 1916, 771 boxes.

Cheese—		
Large, per lb.	0 25½	0 26
New, twins, per lb.	0 26	0 26½
Triplets, per lb.	....	0 26½
Stilton, per lb.	....	0 28½
Fancy old cheese, per lb.	....	0 28½

Butter in Steady Market: Good Demand

Montreal

BUTTER.—Butter prices show no change for the present week in Monteral, and stocks are still holding up, though dwindling. The market keeps firm and steady with very good demand experienced all round, but nothing to record of especial note for the week. Receipts of butter in Montreal were 1,617 boxes for the week ending Feb. 19, and these compare favorably with receipts for the corresponding period of last year which were only 503 boxes.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Honey in Firmer Market and Scarcer

Montreal

HONEY.—Prices of honey have advanced this week in Montreal owing to the rapid reduction of stocks. Supplies still available in the country are now dwindling low, and demand due to cold weather has been brisk. The present supplies of honey seem likely to hold out fairly well, however, but the price advance will have its effect in conserving stocks the longer.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 11½	0 12
Buckwheat, 60-lb. tins, per lb.	....	0 11
Clover, 5-10 lb. tins, per lb.	....	0 14¼
Clover, 60-lb. tins	....	0 13½
Comb, per section	0 17	0 18

Meat Products Up; Hogs 75c. Higher

Live Hogs Reached Market in Poor Supply, With Fairly Good Demand—Compound Lard Easier by ½c

Toronto

PROVISIONS.—There was an increase quite generally all along the line in meat products during the week, which amounted to approximately 1c per pound. There has been a good demand for all cooked and cured meats, and the supply of hogs has been comparatively light. During the latter part of the week the live porkers arrived in better numbers. Conditions during the week were sufficient to send the price of live, fed and watered, up 75c per hundred to $14.75, with the off cars hogs selling at $15. Dressed hogs are quoted at the same figure as last week, $20 per hundred. Prices f.o.b. did not increase in proportion with the hogs delivered at the yards, as the freight situation makes the matter of their delivery uncertain. Compound lard gave evidence of a temporary weakness during the week, and a decline of ½c per pound was made effec-

tive in some quarters. This weakness was caused through the submarine menace, with some large American holders of cottonseed oil fearing the export trade might be shut off, and that they might be caught with heavy stocks of oil. It is expected that this phase of the situation will be but temporary.

Hams—		
Medium, per lb.	0 26	0 27
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 29	0 30
Boneless, per lb.	0 31	0 33
Bacon—		
Breakfast, per lb.	0 27	0 29
Roll, per lb.	0 22	0 22½
Wiltshire bacon, per lb.	0 25½	0 26
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19	0 19½
Long clear bacon, smal lots	0 20	0 20½
Fat backs, lb.	0 21	0 22
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 38
Hams, roast, per lb.	0 36	0 38
Shoulders, boiled, per lb.	0 31	0 32
Shoulders, roast, per lb.	0 31	0 32
Lard—		
Pure tierces, 400 lbs., per lb.	0 21	0 21½
Compound, tierces, 400 lbs., per lb.	0 16¼	0 16¾
In 60-lb. tubs, ¼c higher than tierces: pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed		20 00
Live, og cars		15 00
Live, fed and watered		14 75
Live, f.o.b.		13 65

Better Undertone to Butter Caused by Cold Weather

Toronto

BUTTER.—There was a stronger undertone to butter during the week in consequence of the continued cold weather. Up to the present there has been sufficient butter offered to take care of the needs of the consuming public, but with a continuance of the cold weather a curtailment of the supply could be looked for. The market held steady during the week for the most part, though in some quarters there were firmer quotations.

Creamery prints, fresh made	0 42	0 44
Creamery solids	0 41	0 42
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 33	0 34

Eggs Higher Owing To Cold Weather

Toronto

EGGS.—The egg market was an erratic one during the week owing to the continued cold weather, that further curtailed supplies of new-laids. In consequence the new-laids were quoted 2c to 5c per dozen higher. There was an increase also in cold storage of 3c per dozen. Available stocks of storage are about cleaned up, and a slight measure of relief was afforded through the arrival of several cars of eggs from the prairie provinces. Chicago new-laids were quoted at a figure that would bring the price to 54c to lay them down in this city, while the No. 1 storage to bring from that district would cost 50c per dozen. These prices are high, and have had the effect of shutting off this source of supply. When milder weather comes and the hens start producing there is a very strong probability that prices will ease off considerably.

Eggs—		
New laid, cartons	0 55	0 57
No. 1 storage, ex-cartons	0 46	0 47
Selects, extra	0 47	0 49

More Inquiry for Cheese From Dealers

Toronto

CHEESE.—There has been a better enquiry for cheese from local sources during the week from dealers who have been running on low stocks. Local demand has been quiet for some time owing to the fact that purchases for their requirements had been made some time ago but with the depletion of these stocks there has been more business locally. Prices have advanced 1c per pound during the week, new large being quoted 26½c to 27c and old large at 27½c to 28c. Exports have not been large owing to the difficulty of getting space.

Cheese—	Per lb.	
New, large	0 26½	0 27
Old, large	0 27½	0 28
Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.		

Good Demand Develops For Frozen Poultry

Toronto

POULTRY.—There has been a better demand for frozen poultry with the result that some of the heavy stocks that were carried over the Christmas season are being cleaned out. There is very little fresh-killed poultry reaching the market. People have started to consume fowl more generally on the realization that as a meat article it is just as cheap as some of the other lines of beef. With this condition prevailing wholesalers are finding a market for their stocks which around the holiday season appeared like a loss.

	Live	Dressed
Spring chickens	0 16	0 17
Spring chickens, crate-fatted	0 18	0 20
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24
Prices are those paid at Toronto by commission men.		

Buckwheat Honey Now off the Market

Toronto

HONEY.—With the exception of small supplies of buckwheat honey in the comb there is no longer any buckwheat honey in this market. There has been a good sale for this commodity throughout the season. Clover honey is also in fair demand and stocks are dwindling in this class. There will be an ebbing tide with respect to stocks of honey as wholesalers are no longer able to replenish their supplies from producers. Prices held steady during the week.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75

Eggs and Butter Up; Ham and Bacon Higher

Winnipeg

PRODUCE AND PROVISIONS.—The run of hogs last week was light, although on Thursday, Feb. 8, there were 1000 hogs on the market. Contrary to expectations, the market advanced from 13.00 to 13.25, and later went up to 13.50. The international situation has so demoralized shipping that it is hard to foresee the near future of hog prices. Hams are slightly higher, medium bringing 25½c, and large 24c. Long clear bacon advanced to 28c. Fresh made butter and new laid eggs are both higher, fresh made creamery bringing 43c and No. 1 storage 42c. New laid eggs are bringing 50-55c. Cheese is also up a cent per lb. The cold weather has been affecting prices.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.	....	0 25½
Large, per lb.	....	0 24
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.	....	0 28
Backs, regular	0 24	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 18
Barrelled Pork—		
Mess pork, bbl.	....	32 00
Lard, Pure—		
Tierces	....	0 20¼
20s	....	4 [illegible]
Cases, 5s	....	12 90
Cases, 3s	....	13 05
Lard, Compound—		
Tierces	....	0 16¼
Tubs, 50s, net	....	8 25
Pails, 20s, net	....	3 37
Butter—		
Fresh made creamery, No. 1, cartons	....	0 43
No. 1 storage	....	0 42
Fresh Eggs—		
New laids	0 50	0 55
Extras in cartons	....	0 45
No. 1 candled	....	0 38
Cheese—		
Ontario, large	....	0 27

S. F. LAWRASON CO., OF LONDON, ONT., ENLARGE FACTORY

Very extensive improvements have been made in the plant of the S. F. Lawrason Company, of London, Ont., manufacturers of household ammonia. New machinery and equipment of the very latest pattern have brought this plant up to a very high degree of efficiency. As well as the improvement in the methods of manufacture, the capacity has been greatly increased. Indeed, with the new equipment installed the output of the factory will be nearly doubled.

T. Vanedour & Son, Leamington, have dissolved partnership in their grocery business. Nelson Vanedour continues.

Gordon Underhaye, a clerk at Clark & Sons' grocery, Ridgetown, Ont., was found unconscious in the basement of the store. He had received an electric shock from a light.

Armour's QUALITY PRODUCTS

Made in Canada

by Canadians—for Canadians.

Every Canadian Grocer should know Armour's Oval Label Products. The Armour Oval is on every package. Because of superior quality and real value for the money, Armour's Products have won the confidence of the Canadian public. The housewife trusts the product that bears the famous Armour Oval—the mark that guarantees quality and purity.

Every dealer's shelf should contain

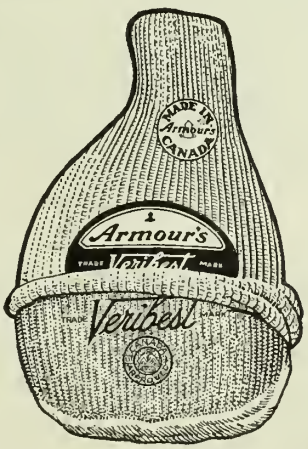
Armour's Veribest
TRADE MARK

Ham, Bacon, Lard, Butter, Eggs, Canned Meats, Fish, Soups and Armour's Grape Juice.

A big collection of store signs and advertising material is at your service. Ask the Armour Salesman or write us direct.

ARMOUR AND COMPANY

Hamilton - Ontario - Canada



1100

Let Marsh's dominate your Grape Juice displays

Let Marsh's Grape Juice prove its unequalled selling possibilities over your own counter. Let it demonstrate its customer satisfying qualities to your entire satisfaction and convince you that you simply cannot afford to be without a supply of this superior *Made-in-Canada* Grape Juice.

The pure unfermented juice of choice Concord Grapes unspoiled by the addition of any preservative whatever makes Marsh's the ideal drink for the connoisseur. You may have hesitated to recommend other Grape Juices, but you can honestly stand back of every bottle of Marsh's that you sell. Results will always bear out your best recommendation.

Our "hit-em-in-the-eye" store signs and pennants will help to move your stock rapidly. Write for particulars.

We want to connect with a few real live Grocery Brokers who will handle this big selling proposition.

The Marsh Grape Juice Company

Niagara Falls, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Look It Up In

THE GROCER'S ENCYCLOPEDIA

By ARTEMAS WARD

Full information on every article handled by the grocery trade. Hundreds of trade "Pointers" which are of practical value in buying, selling and caring for goods. An *encyclopedia of all foods* that you have ever seen or heard of. *Food dictionaries* in English, German, French, Italian and Swedish.

1,200 subjects, 500 illustrations, 80 full-page color-plates, 748 pages, 11 x 8½ inches in size, printed on fine calendered paper and strongly bound in heavy buckram.

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"We find it one of the finest and most valuable books we have ever seen in a long time; every wholesaler as well as retailer should have one." *The John Bird Co.*

"It is a very fine book and we have occasion to refer to it many times." *Kimball Bros. Co.*

"I appreciate your splendid book a great deal. Its valuable information will help me in my business as a grocery salesman."
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"A most interesting book and we find a constant pleasure in referring to it."
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"The best thing we have seen for the education not only of the retail but also of the wholesale grocer." *E. T. Smith Co.*

"A very attractive looking book and one which we should think every groceryman would be glad to own."
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"I value your Encyclopedia very much and find it very instructive."
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M. N. Doubleday, North Dana, Mass.

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"I wish to thank you for bringing this book to my notice."
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"One of the finest books I have ever seen."
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THE CANADIAN GROCER

TORONTO, CANADA

How "The House of Mennen" Is Co-operating with You.

Shaving Cream
Dentifrice
Men's Talcum
Borated Talcum
Sen Yang Talcum
Violet Talcum
Flesh Tint Talcum
Unscented Talcum
Cream Tint Talcum
Liquid Soap
Cold Cream
Tar Shampooing Cream
Bath Powder

In the leading newspapers and magazines from coast to coast, big, forcible, convincing advertisements are appearing. They are making thousands of new customers and keeping the old ones—they are sending them to *your* store. Everything to help the dealer is vigorously resorted to.

Why not assist us in this effort to increase **your** profits, by putting in a display of the Mennen Products.

Three striking, attention-getting window displays have been prepared for you; one on **the** Talcum Powder, one on **the** Shaving Cream, and a combination display of both. Write to

Canadian Agents:
HAROLD F. RITCHIE & CO., LIMITED
TORONTO, ONTARIO

Mennen's Products are "Made in Canada by
G. MENNEN CHEMICAL COMPANY
MONTREAL, QUEBEC

"Maple Leaf" Dirt Chaser

CLEANS SCOURS POLISHES
Bathtubs, Sinks and all Enamelware

Every employee connected with our business is Canadian born.

Agents for different territories wanted

The B. & L. Manufacturing Co., Limited
Sherbrooke, P.Q.

The Money Market

General Business Conditions, Real Estate, Bond and Stock Developments
are discussed every week in

THE FINANCIAL POST OF CANADA

The service of The Post's Investor's Information Bureau is free to subscribers.
Write for Sample Copy. Published Saturdays. $3.00 per annum.

THE FINANCIAL POST OF CANADA
"The Canadian Newspaper for Investors"
TORONTO, CANADA

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in CANADIAN GROCER and let it assist you in filling your needs.

Women Want *THIS* →

To Make ← *THIS*

This Is Your Opportunity to Sell More Raisins

The already active demand for *Raisins* is now being centered on a *new* raisin specialty —Raisin Pie—through the force of our big page advertisements in The Saturday Evening Post.

That means a demand on grocers for *Sun-Maid Raisins* in packages.

Grocers who display these raisins in *their windows* can't keep them *on their shelves*. Put your windows to work. Get in touch with your jobber now. Get your share of this big movement of raisins!

California Associated Raisin Co.
Membership 8000 Growers
Fresno, California

SUN-MAID RAISINS

THE WILLIAM DAVIES COMPANY LIMITED

Wholesale Dealers and Exporters of

BUTTER
EGGS
CHEESE
POULTRY

Toronto Canada

EXCELSIOR BROOMS!

Do you know them?

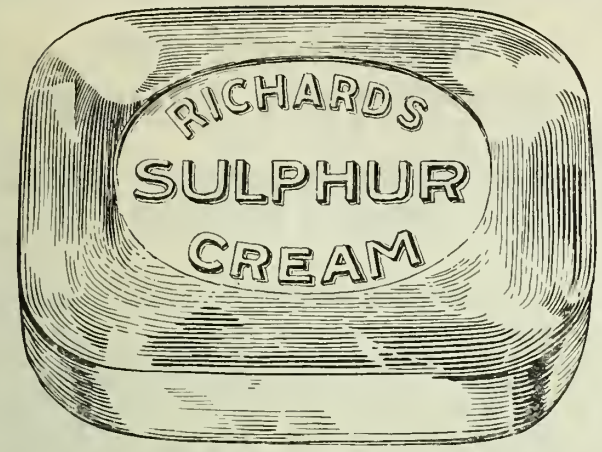
TRADE EXCELSIOR MARK

Do you know what sellers they are—what profits they produce—what satisfied customers they create?

Our stock is complete and we can cover your requirements promptly. Ask us.

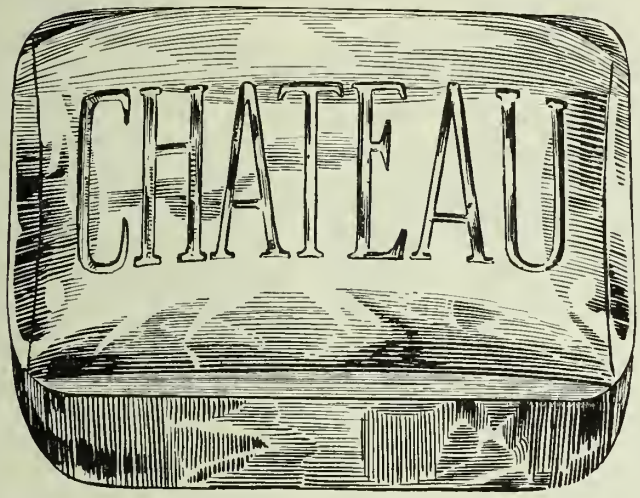
There's an "Excelsior" for every purpose.

J. C. SLOANE CO.
854 5th Avenue E. - Owen Sound
Makers of Fine Brooms and Whisks



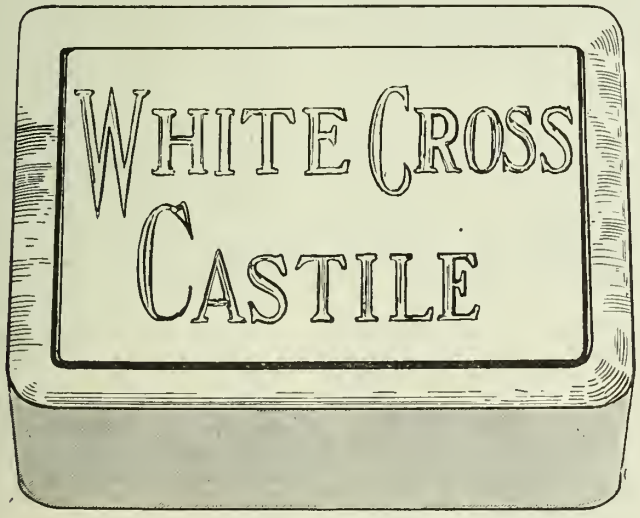
Trade Price, 45c per doz.

A popular seller worth displaying. It brings the customer back for more.



Trade Price, 80c per doz.

A snappy seller everywhere. The beautiful transparency and undoubted quality of this **RICHARDS** line make it a favorite with everybody.



Write your Wholesaler or

The Richards Pure Soap Co.
LIMITED
WOODSTOCK, ONTARIO

LARD

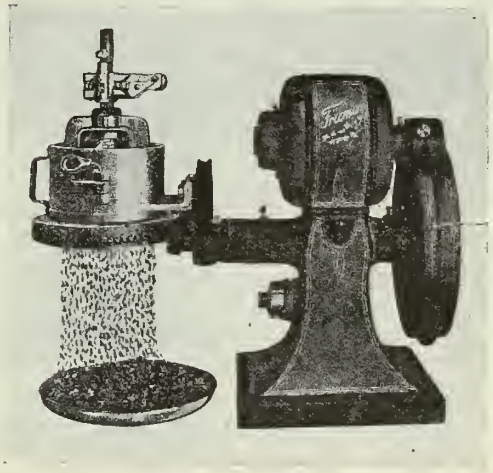
continues to advance in price, and we think will remain at present high prices for some time to come. Hogs are very scarce, very high in price, and are not producing the usual amount of lard per hog.

We are making a very good Brand of "Star" Shortening in all the usual size of package, and shall be glad to quote you prices.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

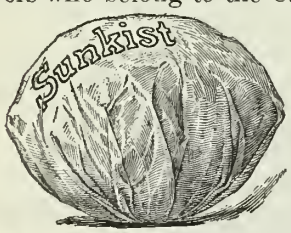
The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

EVERY retailer who makes attractive displays of oranges and lemons, particularly "Sunkist" oranges and lemons, places himself in position to cash in on the tremendous national advertising which is being done by the California Fruit Growers Exchange.

This advertising has effected a great increase in the consumption of citrus fruits. Every year people eat more oranges and lemons than they did the year before. Also, every year, more and more people learn the virtue of the Sunkist trade-mark. Now 100 out of every 200 housewives will tell you that they prefer Sunkist oranges and lemons—and only 1 out of every 200 know any other brand of citrus fruits.

"Sunkist" is applied to uniformly good fruit, grown, packed and shipped by the 8,000 growers who belong to the California Fruit Growers' Exchange. This organization not only advertises its product to the consumer, but it is prepared to help jobbers and retailers to attain the widest and most profitable distribution of its product.



A beautiful set of colored window display cards will be sent free to any grocer or fruit dealer. Ask your jobber or write our Dealer Service Headquarters.

California Fruit Growers Exchange

A Co-operative, Non-profit Organization of 8,000 Growers

MAIN OFFICE: LOS ANGELES, CAL.

Canadian Offices:

Calgary, Alta. Toronto, Ont.
Montreal, Que. Vancouver, B.C.
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BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	2 40
Currant, Black	2 50
Gooseberry	2 30
Plum	2 30
Pear	2 30
Peach	2 30
Raspberry, Red	2 50
Raspberry and Red Currant	2 40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case	4 40
20 lb. tins, ¼ doz. in case	4 25
Perfect seal glass jars in the case	2 40

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	80-90
1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85
Family, Plain, $1.85 doz.; Family, Tomato Sauce, $2.45 doz.; Family, Chili Sauce, $2.45 doz.; 3's only, $2.40 doz.; 3's, Plain, Tall, $3 doz.; 3's, Tomato Sauce, $2 doz.; 3's, Chili Sauce, $9 doz. The above 2 doz. to case, 10's. ½ doz. per case, for hotel and restaurant use (gals.),	.... doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 60
12 oz. Glass, Screw Top, 2 doz. in case	1 80
16 oz. Glass, Screw Top, 2 doz. in case	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 30
2's Tin, 2 doz. per case	3 20
4's Tin, 12 pails in crate, per pail	0 59
5's Tin, 8 pails in crate, per pail	0 72
7's Tin or Wood, 6 pails in crate	0 94
14's Tin or Wood, 4 pails in crate, per lb.	0 13½
30's Tin or Wood, one pail only, per lb.	0 13½

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

EXPERIENCE

has proven that the merchants who have steadily concentrated on

are the ones who have never had any trouble with their soap sales.

THE ST. CROIX SOAP MFG. CO.

St. Stephen, N.B.

Branches: Halifax, Montreal, Toronto, Winnipeg, Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

To the Trade—

STOP-ON POLISH
is now perfect

Owing to existing conditions, we have had some difficulty in obtaining certain ingredients very necessary in the making of Stop-On Polishes, and this resulted in a little trouble with a few shipments.

Now, however, we are in touch with a new and permanent source of supply, and can assure our patrons that Stop-On is now perfect—a polish that will give entire satisfaction to your customers.

STRANG BROS.
Polish Manufacturers
Winnipeg

Y & S STICK LICORICE
48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., per lb.	0 38
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 70
Reindeer Brand, each 48 cans	7 45
Silver Cow, each 48 cans	6 90
Gold Seal, Purity, each 48 cans	6 75
Mayflower Brand, each 48 cans	6 75
Challenge, Clover Brand, each 48 cans	6 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 15
Jersey Brand, Hotel, each 24 cans	5 15
Peerless Brand, Hotel, each 24 cans	5 15
St. Charles Brand, Tall, each 48 cans	5 25
Jersey Brand, Tall, each 48 cans	5 25
Peerless Brand, Tall, each 48 cans	5 25
St. Charles Brand, Family, each 48 cans	4 65
Jersey Brand, Family, each 48 cans	4 65
Peerless Brand, Family, each 48 cans	4 65
St. Charles Brand, small, each 48 cans	2 30
Jersey Brand, small, each 48 cans	2 30
Peerless Brand, small, each 48 cans	2 30

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 25
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	4 95
COCOA, Reindeer Brand, each 24 cans	5 25

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 20
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ⅛s $2; 1s, $3.10; 2s, $7.00; 6s, $25. 14s, $60.

Roast Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $22.

Boiled Beef, 1s, $3.10; 2s, $7.00.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ⅛s, $2; 1s, $3.35; 2s, $6.25.

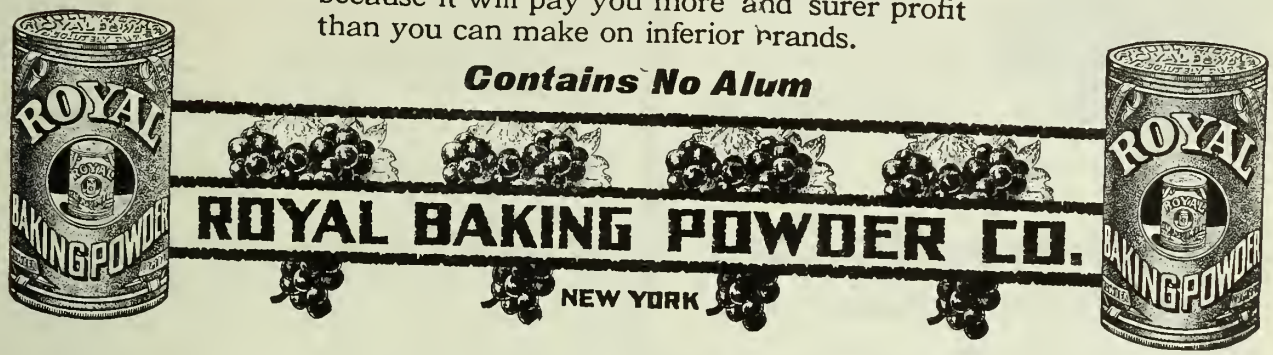
If any advertisement interests you, tear it out now and place with letters to be answered.

ROYAL BAKING POWDER

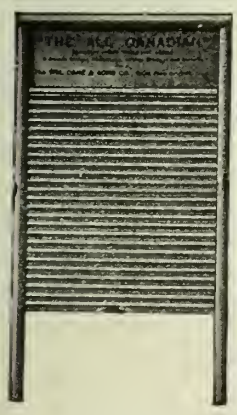
ABSOLUTELY PURE

ROYAL BAKING POWDER has "no season" and "no section" because it sells everywhere all the time. Of all the standard products in the grocery business, none has more thorough distribution and active demand than ROYAL BAKING POWDER.

Keep a good stock of ROYAL BAKING POWDER on hand and keep it well displayed, because it will pay you more and surer profit than you can make on inferior brands.



The New All-Canadian, All Wooden Washboard—*A serviceable, long-wearing washboard retailing at 20c.*



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

The Wm. Cane & Sons Company
Limited

Newmarket, Ont.

Sales grow on

Havana Ribbon

5c Cigars

because they are mild and

Havana Filled

Send to-day to your wholesale or direct for a sample order of this Quality Cigar.

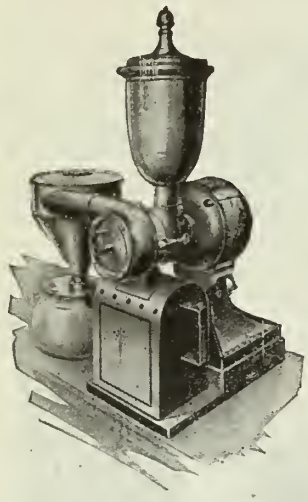
MANNESS & BINGHAM LIMITED

Manufacturers

London, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Better Service for Her Better Profits for You



With the aid of a Hobart Coffee Mill you will be in a position to give your customers the utmost coffee satisfaction — coffee free from chaff, coffee ground to the individual taste of every customer. Think what this means to you in increased patronage and bigger profits.

The Hobart Mill will quickly cover its own cost in the better service and bigger profits it will bring you. It is a real, good investment.

The Hobart Mfg. Co.

149 Church St., Toronto

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

Cambridge Sausage, 1s, $3.00; 2s, $5.50.

Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.

Lambs' Tongues, ½s.

Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.

Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.

Tongue, Ham and Veal Pate, ½s, $1.50.

Ham and Veal, ½s, $1.45.

Potted and Devilled Meats, tins —Beef. Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.

Potted Meats, Glass — Chicken, Ham. Tongue, ¼s, ...

Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.

Ox Tongues, Glass, 1½s, $12; 2s, $14.

Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.

In Glass, 1s, $2.20.

Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 20c.

Clark's Peanut Butter—Pails 24 lbs., 20c per lb.

Clark's Tomato Ketchup, 16 oz., $3.

Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2.
Individuals, 80c doz.

Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45.
Individuals, 90c doz.

Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45.
Individuals, 90c doz.

Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.

Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.

Clark's Chateau Chicken Soup, $1.25.

Clark's Chateau Concentrated Soups, $1.15.

Clark's Chateau Concentrated Soups. No. 1 assorted, $1.15.

Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.

English Plum Puddings, 1s, $2.30 doz.; 2s. $3 doz.

LAFORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 20-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval 1lb. dredge. 2 oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 90c.	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
Cinnamon whole, 5c. pkgs., window front, 45c.	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	4

CELERY

very scarce

We were fortunate in getting

Car Florida Celery

Fine Quality. Well Bleached. Good Sizes.

Due to arrive this week.

HUGH WALKER & SON
GUELPH, ONT.

HOUSE OF QUALITY Established 1861

Fish Orders for Lent

Can be shipped promptly from our well assorted stock. Every variety

Sea and Lake Fish

either Frozen, Fresh, Salted, Pickled.

Fruits and Vegetables

New Cabbage, Celery, Cauliflower,
Navel and Florida Oranges,
Pineapples, Bananas, Sweet Potatoes.

The Best of Everything from the World's Markets.

WHITE & CO., LIMITED
Fruit Importers and Wholesale Fish Dealers
Toronto and Hamilton

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.
OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus Fruits
Cranberries,
etc.

25 CHURCH ST.
TORNOTO

If any advertisement interests you, tear it out now and place with letters to be answered.

For more than a quarter of a century

McVitie & Price's DIGESTIVE BISCUITS

have steadily increased in popular favour.

Quality is the first and last word in the Manufacture of these Biscuits.

The natural, soluble phosphates of the grain are retained and the Biscuits have a high nutritive value and delicious flavour.

Supplies can be obtained from the following:
C. E. Choat & Co., Halifax; McVitie & Price of Canada, Ltd., Montreal; Richards & Brown, Ltd., Winnipeg; The Campbell, Wilson Co.'s Branches in Saskatchewan and Alberta; Kelly, Douglas & Co., Ltd., Vancouver.

In Demand the Year Round

From year end to year end the unequalled cleansing qualities of "Lively Polly" Soap Powder make it a universal favorite with the Canadian housewife. Grocers everywhere are profiting from this popularity and find it good policy to keep a supply of this big 5c value constantly displayed.

Are you one of them?

J. HARGREAVES and SONS
LIVERPOOL, ENGLAND

Canadian Agents:
McClelland Import Company 301 Read Building
MONTREAL

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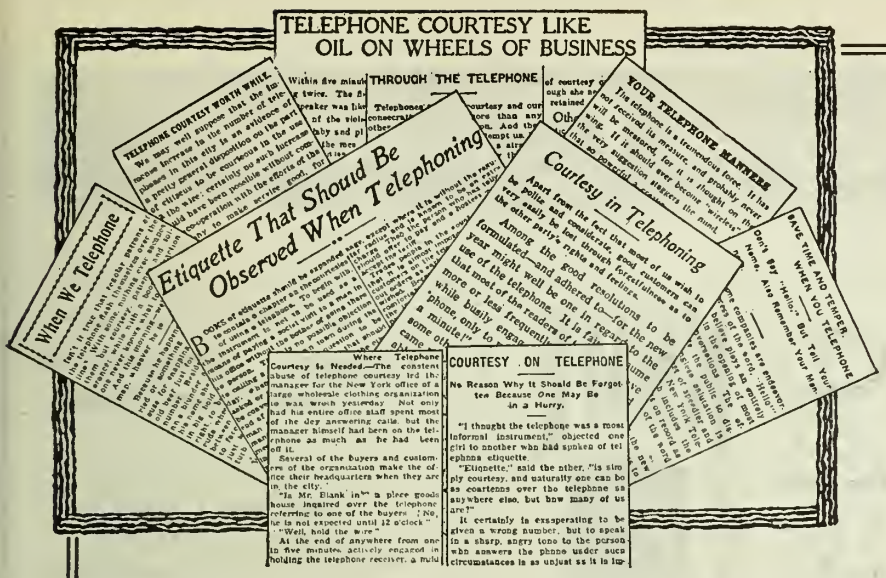
TELEPHONE COURTESY LIKE OIL ON WHEELS OF BUSINESS
THROUGH THE TELEPHONE
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Courtesy in Telephoning
YOUR TELEPHONE MANNERS
SAVE TIME AND TEMPER WHEN YOU TELEPHONE
COURTESY ON TELEPHONE
No Reason Why It Should Be Forgotten Because One May Be in a Hurry.

Your Telephone Voice

Your customer calls your number—to give you an order, probably. How do you, or your staff, handle the call?

You send back an answering voice—or your salesman does. Is that voice **courteous?** If it is, it means a customer in a good mood, open to your suggestions to **let you send** this or that, and a transaction **satisfactory on both sides** is the certain result.

Failure to answer promptly, a snappy, careless, impatient or just plain "Cross" voice offends the calling customer, and may result in loss of his trade.

We suggest that you handle telephone calls with all courtesy, and have your staff do likewise. It means better business.

"Good service * * * our true intent."
—Shakespeare

The Bell Telephone Co. of Canada

Before you build your home

You will save many dollars, avoid many mistakes, and add vastly to the satisfactoriness of final results if you make yourself thoroughly familiar with the book—

Building a Home

By Desmond and Frohne

These two men are editors of the *Architectural Record,* the leading paper in its field on this continent. The book is full of sound sense, and is inspiring and educational. Many fine illustrations assist the text.

The price, post paid, is $1.65 ($1.50 at our office). This price is as nothing in comparison with the value of the book to those planning to build.

The MacLean Publishing Co., Limited
143 University Avenue -:- Toronto, Ontario

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

GROCERY BUSINESS — ESTABLISHED for past 27 years, situated corner King and Princess Streets, one block from one of the finest markets in Ontario, consisting of two brick stores with two dwellings three stories, shed, drivehouse and stable Owner giving up business. For further information apply to L. W. Murphy, cor. King and Princess Sts., Kingston, Ont.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

Want Ads.

Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

This space would cost you only $1.00 per issue for one year.

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

This space $1.00 per insertion on yearly order.

We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods

Canadian Distributors of
"WASHCLEAN"
Gold Medal Labor Saver for
Washing Clothes Without Rubbing
(2,000,000 users

Direct Supply Association
509 Belmont House Victoria, B.C.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

BEGIN NOW

TO SAVE MONEY FOR THE

NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road, LONDON, N., ENGLAND

Only Sound Seville Oranges and Sugar Enter

Quality

Only the Juice of sound Seville Bitter Oranges, orange peel and the best of granulated sugar are used in making our marmalade.

The absolute guarantee of Canada's premier pure jam manufacturers stands back of every jar

DEALERS, IF YOU WANT THE BEST, E. D. SMITH'S WILL STAND THE TEST.

Profits

Do you fully realize that the cash you receive on the actual sale of a jar of our marmalade is not the only profit you reap?

The satisfaction of the customer—the faith in lines you handle—the regular business of the pleased housewife are additional profits you likely overlooked.

THINK IT OVER AND SEE IF IT WILL PAY YOU TO BE WITHOUT E.D.S. MARMALADE.

E. D. Smith & Sons, Limited, Winona, Ont.

AGENTS; Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S; B. C. Merchandise Brokerage Co., Vancouver, B C.

IN THIS ISSUE – A STORE WITHOUT INDEBTEDNESS

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, FEBRUARY 23rd, 1917 No. 8

Welch's

"The National Drink"

may be recommended by you to your most exacting customers. Those who know grape juice know that Welch's is the standard. We guarantee every bottle.

The Welch plant at St. Catharines is of the most modern type of construction. The experience behind Welch's with efficient equipment enables us to maintain the high standard of Welch's.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES, ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.

WHITE STAR PURE FOOD PRODUCTS WINNIPEG.

Hard to Believe

We wouldn't have believed it ourselves except for the fact that we have figured out order printed below at our prices, and compared it with current prices ruling on same day, February 6th, 1917, of two other houses, both of whom issue price lists. Figures show the result, and figures never lie. True, this may be an exceptional order, but you are perhaps sending just such exceptional orders elsewhere, and it is costing you just 16 to 17% to do so. Can you afford it?

Don't let any representative of another house get away with the story that this is a *"picked"* order. Send us a duplicate order of it and see how quick we will ship it at prices quoted below:

	Our Price	Total	1st Competitive House Price	Total	2nd Competitive House Price	Total
15 x 80-lb. Bags Rolled Oats	$2.80	$ 42.00	$2.95	$ 44.25	$2.95	$ 44.25
10 cs. Tomatoes, 2½s	3.75	37.50	4.00	40.00	4.00	40.00
8 cs. Refugee Beans, 2s	1.75	14.00	2.50	20.00	2.60	20.80
2 cs. Standard Peas	2.55	5.10	2.45	4.90	2.65	5.30
1 cs. Clean-all-no-rub, 2 doz	.75	1.50	.80	1.60	.85	1.70
6 x ½ sacks Pearl Barley	3.27½	19.65	3.35	20.10	3.35	20.10
3 boxes White Star Yeast	1.00 less 3%	2.91	1.00 less 3%	2.91	1.00 less 3%	2.91
1 cs. Eddy's Matches, Silent 500s	6.65	6.65	6.65	6.65	6.65	6.65
1M Kraft Bags, 10 lb.	6.30 less 5%	6.00	9.45 less 15%	8.03	9.45 less 15%	8.03
1M Kraft Bags, 5 lb.	3.40 less 5%	3.23	5.10 less 15%	4.34	5.10 less 15%	4.34
3M Kraft Bags, 1 lb	1.50 less 5%	4.28	2.25 less 15%	5.74	2.25	5.74
		$142.82		$158.52		$159.82
Less our discount of at least 4% off goods not controlled by selling agreements		5.40				
		$137.42				

Compared with 1st house $158.52 — 137.42

We save you ..... $ 21.10 or 16%

Compared with 2nd house $159.82 — 137.42

We save you ..... $ 22.40 or nearly 17%

STOP, THINK AND FIGURE

MACDONALD-CHAPMAN

Wholesale Grocers LIMITED **Winnipeg, Man.**

Connections:

Macdonald-Cooper, Ltd., Edmonton, Alta.
Macdonald-Crawford, Ltd. Moose Jaw, Sask.
Macdonald-Crawford, Ltd. Saskatoon, Sask.
Macdonald-Crawford, Ltd. Swift Current, Sask.
A. Macdonald & Co., Vancouver, B.C.
A. Macdonald & Co., Nelson, B.C.
A. Macdonald & Co., Fernie, B.C.
A. Macdonald & Co., Ft. William, Ont.

WHITE STAR PURE FOOD PRODUCTS WINNIPEG.

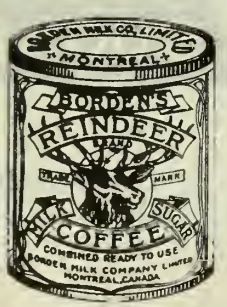
BORDEN MILK Co. LIMITED
EAGLE BRAND
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

Busy March housewives will appreciate Borden convenience

The coming month ushers in the house-cleaning season, a time of unusual activity for every good housewife. Here is where the unequalled convenience of the **Borden line of Milk Products** will appeal most strongly to her.

With every moment occupied, she will appreciate the time and trouble-saving features of these delicious and wholesome Canadian-made Milk Products. She knows that Borden's can be prepared in an instant. She knows, too, that every Borden Line is made up to a standard, the highest within reach of human endeavor. Our extensive advertising is familiarizing her with these facts, therefore selling a stock of Borden's is never difficult, and it is particularly easy during the spring house-cleaning months.

Plan now to increase your sales and profits by featuring Borden Milk Products during the coming season.



Borden Milk Co., Limited

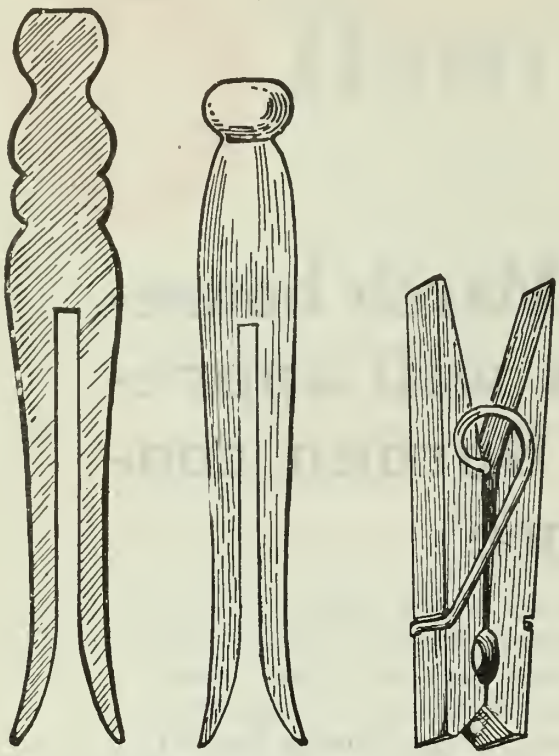
"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

The Megantic Broom Mfg., Co., Ltd.
Lake Megantic, Que.



Our slogan is satisfied customers.
Give us a trial.

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

It's always good

We don't care how particular that customer of yours may be, she's bound to approve of the unbeatable quality so very evident in every grain of Royal Acadia Sugar.

Here's a sugar that is absolutely pure cane, one hundred per cent. sweet, entirely dependable, all the time.

Is there any good reason why you should not be selling Royal Acadia Sugar?

ROYAL ACADIA SUGAR

"Every grain pure cane."

The Acadia Sugar Refining Co.
HALIFAX, CANADA

GOLD DUST

SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

It sells

Right from the day you begin to display "Gleba" Polish you will realize what a dependable seller it is. Once your customers get acquainted with Gleba service you will need to keep your stock constantly replenished.

Gleba cleans and imparts a brilliant polish to gold, silver, copper, brass, nickel, cutlery, bathroom fixtures, etc. It is excellent for windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your customers about it and watch it sell.

Write us for free sample cake and particulars.

Gleba Polish Company
Oshawa, Ontario

Why fool yourself by appearances?

Any refrigerator may have sanitary linings and all the appearances of a perfect refrigeration system and yet fail badly in keeping your perishables secure or in giving you adequate service.

It's the Principle of Circulation that is the vitally important thing. Sanitary linings and everything else are useless unless that principle is RIGHT—unless that principle gives you an adequate amount amount of DRY cold air EVENLY distributed over the WHOLE refrigerator.

That's why the EUREKA pays the largest divideuds in goods saved. That's why grocers and butchers for almost thirty years have insisted on the EUREKA. That's why there is only one refrigerator which will earn you adequate profits—the EUREKA. Write NOW for full particulars and free catalogue.

Eureka Refrigerator Company
Limited

If any advertisement interests you, tear it out now and place with letters to be answered.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road, LONDON, N., ENGLAND

ENO'S "FRUIT SALT" is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.

Order a bottle TO-DAY from your dealer.

Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.

Agents for Canada:
Harold F. Ritchie & Co., Limited
10 McCaul St., TORONTO

The pleasant-to-take ounce *of* prevention

With warm weather come fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant, mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

Don't stock—but sell it. Show it in your counter and window displays.

J. C. Eno, Limited, "Fruit Salt" Works

LONDON, ENGLAND

Agents for Canada: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

What National Cash Registers Do.

No. 6—Prevent Costly Mistakes

The new National Cash Registers safeguard your business from the costly mistakes that spell failure for storekeepers.

They force a record of each transaction. They take care of all charge sales, assuring you that a proper record will be made of each charge transaction.

They immediately record all money your customers pay on account, giving them a receipt. They prevent all chance of charging customers twice and so save disputes.

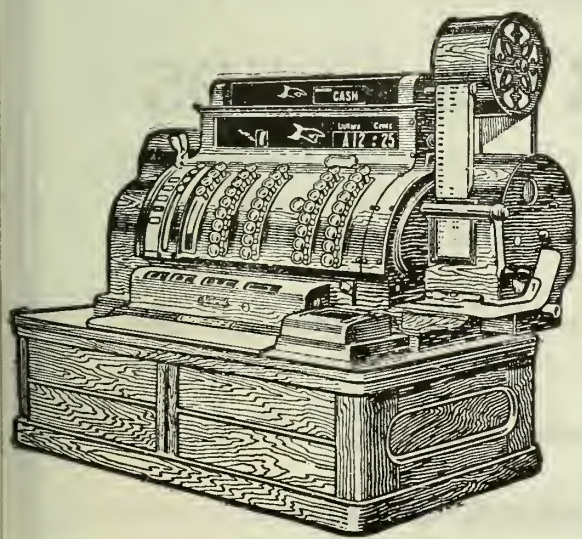
They enforce a record, when you pay out money, which safeguards you against having to pay the bill again.

They print a receipt for all cash sales. At the same time they make an unchangeable record, thus they prompt the clerk to be more accurate.

They account for all goods sent C.O.D. or on approval and remove the danger of their being lost sight of.

They do all these things mechanically—more surely and reliably than any human hand or mind.

Now is high time to install machines which, as an incidental part of their service, prevent costly mistakes.



The National Cash Register Company of Canada, Limited

Christie Street - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register —— years old. Principal lines of merchandise are ——

Firm name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

There's as much satisfaction in selling good seeds as in planting them.

SEEDTIME will be here quickly. You are going to sell seeds because there is a demand, and to fill it means a good profit.

Ferry's Seeds make satisfied customers because they produce the kind of results the gardener can point to with pride, conscious that his efforts have been fully rewarded.

FERRY'S SEEDS

are result producers. They are grown by experts. They come from families with long histories, for many plant-generations back, for quality production in abundance. They are pedigreed seeds. Each crop each year is tested for vigor, trueness to type, productiveness and quality.

Ferry's Seeds are not new to the public. They have been grown and sold for sixty years. Professional and amateur gardeners everywhere know and depend on them.

Write for particulars today.

D. M. FERRY & CO., Windsor, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S

The Beans Canadians like.

The Beans the best grocers sell.

THE QUALITY BEANS.

PORK and BEANS

PLAIN, CHILI AND TOMATO SAUCE

are

READY SELLERS
STEADY SELLERS

and

BUSINESS BUILDERS.

REPLENISH YOUR STOCK NOW.

W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.

Chamberlain's Cough Remedy

is constantly in demand at this season of the year, and the demand grows weekly, owing to the attractive series of newspaper ads. running throughout Canada. Each ad. shows the familiar figure of "Granny Chamberlain," now well-known everywhere, and making new friends daily.

It's late, but if you hurry you can get a good share of the season's trade on this profitable line. Order to-day from your jobber or direct, and in either case write the manufacturers for store advertising.

Chamberlain Medicine Co., Ltd.
TORONTO

Dutch Tea Rusks

A Staunch Friend of the Grocer

Profitable, A Repeater and a Business Magnet.
A Breakfast Food, Simply and Quickly Prepared.
Appetising, Wholesome, and Nutritious.
For Invalids and Children, a Perfect Food, Easily Assimilated.
Recommended by the best Authorities on Scientific Food Values.
The Attractively Labelled Packages make a most effective Window and Counter Display.
Packed 36 15-cent packages to the Case.
A Sample Order will convince.

TRY IT.

The Robert Gillespie Co.
WINNIPEG, CAN.
Canadian Representatives

Order a box from your wholesaler or direct, prepaid to-day of

HAVANA RIBBON

5c. CIGARS

Manness & Bingham
LIMITED
MFRS. LONDON

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Dorothy's Getting Well

Dorothy, who is just getting over the measles, has no more than said, "My Goodness! Why don't they give me something good to eat?" when the wise Kewpies appear, one bearing a dish of delicious, sparkling Raspberry

JELL-O

another bringing a spoon, and one carrying from sight the hateful medicine.

Dorothy's happy face expresses her approval.

These same little Kewpies must have done a great deal towards helping the grocer out during the last two or three years, for they have been scattering sunshine and good cheer broadcast throughout America —and cheerful and sunshiny people are the best kind of customers.

THE GENESEE PURE FOOD COMPANY OF CANADA, LIMITED, Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.

MADE IN CANADA

California to the rescue

Sunny California, with its irrigated orchards, vineyards and truck farms, can be counted on to provide fruits for the peoples of North America and of other lands. This year Canada must depend on the dried and canned fruits and vegetables of California more than usual, and on

Griffin & Skelley's
Peaches, Plums, Apricots, Prunes and Raisins

—because domestic goods are scarce and high-priced. Get your customers in the way of relying more on *you* than on *themselves*—by giving them G. & S. goods. So will you make more money, and at the same time render an appreciated service.

Griffin's Seedless Raisins

are established favorites. They can always be relied on. The demand will be good. Have a plentiful supply. There is money in them, and the packages make a good show for counters, shelf, or window.

Order now.

If any advertisement interests you, tear it out now and place with letters to be answered.

MAKE YOUR DOLLARS

FIGHT

AT THE FRONT.

BUY

DOMINION OF CANADA

THREE-YEAR

WAR SAVINGS CERTIFICATES

$ 25.00	FOR	$21.50
50.00	"	43.00
100.00	"	86.00

INDIVIDUAL PURCHASES LIMITED TO $1500.

FOR FULL PARTICULARS APPLY AT ANY BANK OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT
OTTAWA

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c|o Canadian Grocer.

No Other Paper Reaches All These Men.

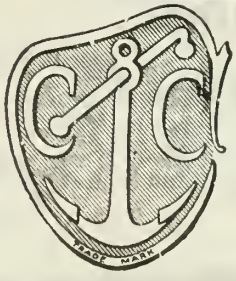
In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use **Canadian Grocer's Classified Ad. Columns.**

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

STOP GAMBLING



You can't afford to take chances with your reputation.

If one jar of fruit or pickles sold is not O.K., your goods are placed on the blacklist of both the disappointed customer and her dealer.

Fall in with the satisfied users and gain the confidence of the dealer, which is *most* necessary if you desire increased business. Write for facts of Anchor Caps to-day.

Anchor Cap & Closure Corp. of Canada
50 DOVERCOURT RD., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

SELL
PRESNAIL'S
PATHFINDER CIGARS

Pleased with her baking!

And who wouldn't be with such fine biscuits to show her cooking skill.

Pleased with her grocer

because she acted on his advice and bought a bag of PURITY FLOUR and found that every word he said about its high quality was more than true.

You make sure of a satisfied customer every time you recommend and sell

PURITY FLOUR

Sell more Rice!

Philip C. Staib, prominent New York wholesaler, says through "Saturday Evening Post"

"There is an easy way out from under the potato famine for those who wish to take it.

"That is the rice route. Reputable scientists tell us that a pound of rice has five times the food value of a pound of potatoes. Personally, I believe this to be true. To-day you can hardly find a grocery store that charges more than eight or nine cents a pound for high-grade rice. Compare this with potatoes at four cents!

"Rice is the cheapest important food commodity in the United States to-day. There was a big crop in 1916. Yet we commonly consider it as a delicacy instead of a staple vegetable—a material for the making of puddings and desserts and side dishes, instead of a full-fledged competitor of the potato. Comparatively few housewives, especially in the North, know how to cook rice properly. If they would learn right now, they could cut the family potato bill in half, at least, and not miss the eliminated portion. In many localities storekeepers retail a good grade of rice for less than eight cents a pound."

Mount Royal Milling & Mfg. Co.

D. W. Ross Co'y. Agents

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Are You Getting Profits on Marmalade?

If not, is is your own fault. The supply of home-made preserves is fast diminishing, offering an exceptional opportunity to the live grocer to increase his sales and profits.

E. D. Smith's marmalade made from the juice of sound Seville Oranges, orange peel and the best granulated sugar is unsurpassed.

A display of these handsome jars on your counter, together with a slight selling effort on your part, will materially assist in filling the cash drawer.

Quality, backed by systematic consumer advertising, is the secret of our growth.

Feature the *E.D.S.* line constantly—it will pay you *well.*

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

What have you to offer in

Beans, Apples, Onions, Potatoes

Your early quotations with full details wil have our prompt attention.

Reference: Dominion Bank of Canada

WHITE & McCART, Ltd.
309-310 Board of Trade Bldg.
TORONTO, ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery Brokers
Open for one or two good Canadian Agencies.
TORONTO WINNIPEG CALGARY

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:
Edmund Littler, 169 William St., Montreal, P.Q.
W. Geo. Varty, 29 Melinda St., Toronto, Ont.
W. G. Kyle, 261 Stanley St., Winnipeg, Man.
E. J. Roberts, 245 10th Ave. West, Calgary, Alta.

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
Office 310
33 Front St. E., Toronto, Ont.

If you want low quotations on

Japan Tea, Raisins or Tapioca

Write us at once

W. H. Millman & Sons
Wholesale Grocers' Brokers
TORONTO

A want ad. in this paper will bring replies from all parts of Canada.

The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.
We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen.
(Get in touch with us.)

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

WESTERN PROVINCES

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue East, Winnipeg

C.H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.
DISTRIBUTION & SERVICE
from
COAST to COAST.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
Have live men working the retail trade daily. They get the business, and can get it for you. Write us, and we will explain our system.
Trackage *Storage* *Distribution*
120 Lombard Street, WINNIPEG, MAN.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.
WINNIPEG, MAN.
Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers.
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagne Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

When writing advertiser kindly mention that you saw his ad. in this paper.

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE
They are carefully selected and packed for the Canadian trade, in cases of 10, 15, 30 or 50 lbs. each, containing ¼, ½ or 1-lb. packets, or assorted.
Orders Executed Promptly, Direct or Through
R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

IT IS IMPORTANT!
If you have something to dispose of in goods or service that as many yers as possible get to know you and your product. This can be accomplished through
Canadian Grocer
143 University Avenue, Toronto

Waste Paper $13.00 a ton.
A
"Climax"
All Steel Fireproof
Baling Press will convert your waste into compact bales ready to ship and sell at the highest prices.
Ask us for information.
Climax Baler Co.
Hamilton, Ontario

Substantial Revenue and Store Tidiness

Are two outstanding features you gain by the installation of the Jewel Paper Baler.
Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*
You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.
A card will bring all particulars re baler and your best market.
General Sales Co.
203 Stair Bldg. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Fall In!

Join the big army of grocers who are reaping better profits through featuring

Leacock's Molasses

(Extra Fancy and Extra Choice)

—molasses that are just as good and just as customer-satisfying as pure cane sugar and careful manufacturing methods can make them.

Order a supply of Leacock's now and win the confidence of your most hard-to-please customer.

Leacock and Company

Exporters of High-Grade Molasses

BARBADOS, B.W.I.

Have you got Malcolm's on display to-day?

Every day there are people coming into your store, who, if reminded of Malcolm Milk Products through a little counter display, would become steady customers where these delicious Canadian leaders are concerned. And when you consider the good profits involved, is there any reason why Malcolm's should not be constantly on your counter?

Try them.

The Malcolm Condensing Co. Ltd., St. George, Ont.

"The Only Canadian Milk Company"

GIPSY
Stove Gloss

will bring customers *again* and *again* —and yet *again* — to your store. GIPSY is always ready for use and so easy in use that customers want it regularly.

Specify "GIPSY" when you order from your Wholesaler.

HARGREAVES (CANADA), LIMITED

The Gray Building, 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C

If any advertisement interests you, tear it out now and place with letters to be answered.

The Robinson Cereals are always worth while

There is no "slack" season in the selling value of

Robinson's "Patent" Barley and "Patent" Groats

Every day throughout the year the Robinson demand is well worth catering to. Repeat sales and worth-while profits are ready to hand once you begin selling Robinson's in earnest.

Why not go right in now for a bigger share of this profitable business? Keep a little display always where your customers will see it. Then your sales will be "repeats."

Magor, Son *and* Co., Ltd.

191 St. Paul St. W., Montreal 30 Church St., Toronto

Agents Wanted

We have some valuable territory open in sections of Ontario, New Brunswick and Nova Scotia for

PURINA CALF MEAL

Poultry, Dairy and Horse Feeds

We are co-operating with our agents by liberal newspaper and magazine advertising. Write today for territory.

We will be pleased to quote you on Gold Dust Corn Meal, Rolled Oats, Oatmeal, White Corn Flour and all cereals. Prices lowest, consistent with highest quality.

Phone, wire or write us.

The Chisholm Milling Co. LIMITED

TORONTO

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXI. TORONTO, FEBRUARY 23, 1917 No. 8

A General Store on a Basis of Service

How the General Store Has Played Into the Hands of its Own Worst Enemy—Failure to Keep Pace With the Times Has Given the Mail Order Store an Opening—An Example of a General Store That is Meeting This Competition and Bettering it, Not by Sensational Methods, But by Giving its Customers City Service in its Best Sense.

IF you were a farmer and had the option of hitching up Dobbin, and driving some six or eight miles to make your weekly purchases at a down-at-the-heel country store, minus stock, minus equipment, minus, in fact, all the little brightening touches, the little items of service, that go to make a real store, or of sitting with your stockinged feet snugly tucked into the oven of the kitchen stove, your chair poised in a pleasantly perilous position on two legs, with a gorgeously covered catalogue describing for your benefit every imaginable need from toothpicks to plow shares—now being honest with yourself and really for a moment putting yourself in the place of that farmer, which would you choose?

How the General Stores Recruit for the Mail Order House

The solemn truth of the matter, my friends, is that the average general store, whose proprietor never forgets to add a codicil to his evening prayers containing a warm word against the Mail Order House, has really been the best recruiting sergeant these same institutions have yet discovered.

It is a solemn fact, my friends, but none the less true for its solemnity. A great many merchants, who are actually depending on the farmer for their daily bread, are going about their business with the same equipment, the same stock, and the same methods of business that they found successful 20 years ago. Good enough methods, no doubt they were in the conditions that then existed. But the systems have grown timeworn, and those conditions have changed, and the failure of the general store to realize this fact has spelled opportunity for the Mail Order Store; the greatest menace that the general store has ever faced, the greatest menace that the small town has ever faced, and among the greatest menaces that business in general has ever faced.

How Can the General Store Best Meet This Danger?

We are constantly receiving letters asking what measures can be adopted to meet this growing evil. Well, what measures can be adopted? It is a big question, and one whose answer is far to seek. You can't beat them in the variety of the goods handled, you can't beat them in the simple matter of price. Their unrivalled opportunities of buying forbid the one, their far-reaching organization forbids the other. But you can get the advantage over them in the item that for lack of a better word, we will describe as service.

The Effect of the Personal Element

Now, to begin with, the general store keeper has one overwhelming advantage and that is his personal knowledge of the farmer with whom he deals, and the farmer's knowledge of him. The farmer has probably known Jim Brown ever since Jim moved into the town twenty-odd years ago, and with proper service that same farmer is more likely to trade with Jim Brown than with any other person. Jim doesn't have to handle the stock of a departmental store, because the actual farmers' needs and the needs of the inhabitants of the average town, are by no means as diversified as the contents of a mail order catalogue. Moreover, Jim Brown knows exactly

The Attractive Grocery Department of The Sanders, Soule and Casselman Store at Chesterville, Ont.

Exterior of the Store Showing its Unpretentious Appearance.

what those needs are, or may very readily know if he takes the trouble to find out. If he fails to keep track of these needs, or refuses to consider them as needs, why he is simply pounding nails into his own business coffin, which is truly a melancholy performance.

An Outstanding Example of This Service

But all this talk of what not to do is a rather unilluminating way of attacking the subject. It is a well known fact that it is easier to teach any subject through the eye than in any other way. That being the case, a concrete example of what we would consider a good method of meeting this dangerous competition would probably be of more value than endless pages of unbacked arguments.

Some short time ago a representative of the CANADIAN GROCER visited the store of Sanders, Soule and Casselmann, at Chesterville, Ont. Though this representative was in that store for some time and talked with several of the men who are interested in its success, he never heard a word that even remotely suggested any interest in the activities of the Mail Order Store. What was the reason for this? Merely the fact that this store is so soundly on its feet and is giving its customers such good service, and in such cheerful and up-to-date surroundings, that the activities of the mail order stores have not developed into a great element of danger for them.

Turning Over the Stock Regularly

Now, Chesterville is not a place of any great size, and the fact that it is surrounded by some of the best dairying country in the whole of Canada, while in itself an asset, is also an added inducement for the outside store; yet this store is able to do a business that is hardly credible in a town of that size.

Mr. Ellison, who is in charge of the grocery department, stated that their yearly turnover amounted to $150,000, and that they carried a stock of $40,000. In other words, that stock on the whole is turned over more than three times every year. Now that in itself is an item to be considered. A constantly moving stock, and that pre-supposes wise buying, is one of the greatest elements in a store's success. Every merchant knows that bright, new, attractive-looking goods are just about twice as saleable as the same goods that have lain on the shelves for a year or more.

This is one of the principles of this store. To keep things moving, and to achieve this result they have been kept attractively displayed. How successful they have been will be readily seen by a glimpse at the photos of the different departments of the store illustrated herewith.

A Promising Location

The store exterior is not a particularly imposing one. A magnificent external display is not necessary to a successful business. It is centrally located within a stone's throw of the roads that cut the town into sections. It is within two miles of five different cheese factories, and in the radius of seven miles about the store is to be found what the town claims is the district that produces more milk than any similar area in Canada. That gives the store its clientele, a gilt-edged farming community, and the store has gone after this trade with a will.

Attractive Surroundings As a Business System

To say that the store has gone after this trade may give a wrong impression. As far as could be learned by the GROCER representative, the different members of the firm did not adopt any particularly novel methods of gathering in trade. In place of this they have set to work to make their store attractive, to modernize it sufficiently so that if one of their customers should go to the city, and later come back to their store, it would not be with the feeling that he had dropped back suddenly into the 17th century.

Entering the store, one goes up two or three steps, for the store stands some three feet above the street level. There one enters into a large, bright, airy store. Just as one enters, there is the grocery department, attractive lines of

A Hardware Department that Would do Credit to Any City Store.

goods displayed on attractive fittings. Glass show cases, large cash register, modern scales, attractive biscuit display cases; in fact, everything that one would expect to find in a city store, are to be found here, but the main point is that the stock is complete and varied, and by careful study, fitted to the needs of all the community that the store is designed to serve. How does the store get the trade to warrant this fine display? Isn't it easily seen? If the farmer can get everything he requires in an attractive store, he is not likely to seek elsewhere. It is when he goes to a store and asks for an article only to be told that the storekeeper never heard of it, or doesn't think it worth while to stock it, that returning home he digs out the department store catalogue from the bottom of the woodbox and begins to investigate.

This store can afford to make a good display because it has the trade to support it, and it has this trade because it has catered to it by meeting the farmer's needs.

Across the store from the grocery department, and separated from it by a wide strip of open floor, is the hardware department, that shares with the grocery department the chief place of importance in the general store.

Here again one is faced by the modern store ideas. Behind the counters attractive show cases of polished wood reach to the ceiling. On each drawer is affixed the sample of the goods it contains. Larger hand tools are displayed against a backing of red felt. In a large square pedestal case facing the window various drills, nuts, bolts, and wrenches, the particular tools of the farmer's activities, are displayed. Glass topped and glass fronted cases display a fine assortment of cutlery and small fancy articles that are peculiar to the hardware trade. Other glass cases display silverware, others still, plumbers' and steamfitters' supplies, babbitt metals and similar lines. Everywhere that such a thing is possible, a glass case is used for display purposes. At the back of the store in an alcove are large cases for the display of larger hand tools, while to one side of this is a well stocked paint department. Heavy hardware, plow parts, and general, heavy ware, is handled in a department in the rear of the store.

A City Dry Goods Store in a Small Town

Adjoining this store, and connected by a door so that the customer can pass from one department to the other, while at the same time giving all the advantages of a separate store, is the clothing and dry goods department. It is a large double store, the front part of which is devoted to the dry goods department. Here again glass show cases are everywhere in evidence, and the best equipment known for the display of dry goods lines.

In the rear, clothing is displayed in cases similar to those used in the best men's wear stores. Around the central column that supports the roof of the store is built an octagonal case, also used for clothing. The dark woodwork of these cases showing up against the white walls of the store make a very pleasing contrast.

A Store Without Indebtedness

A broad stair leads from this department to a neatly finished basement store, where crockery, china, and similar lines are displayed. In speaking with the manager of this department, the CANADIAN GROCER representative mentioned the large stock carried. Yes, said the manager, we always keep the stock at about this level, and I don't mind telling you that when we took our inventory this year there was not a single cent owing on this stock. That is something to be able to say for a general store.

The Attractively Arranged and Up-to-date Dry Goods and Clothing Department of the Chesterville Store.

Each Department Run As a Separate Store

In the matter of operation, each department is under a special head. Grocery, and as nearly as is possible with departments all under one roof, each is operated as a separate store. Part of the overhead is charged against each department. In each case, the head is responsible for all the buying and the general management, and is also responsible for the general success of its operations.

Beside the store there is a very large coal business carried on by the firm, which, while it is run as an entirely separate department, yet adds to the general assets of the firm.

Building Up Friendship As a Business System

Generally speaking, as we have stated before, there are no unusual methods adopted by this organization. Nothing sensational which one could pick out to make a feature story. The success of the firm has been built up on a method of straight merchandizing. Of course, the wide activities of the store gives a clientele which the managers of the different departments are careful to cultivate. Then, too, the fact that each department has its separate head leaves them a little more free than if their energies were more varied. They can get out among their customers from time to time. Not definitely to drum up business, but merely to cultivate friendly relations, for it is on this basis of friendly relations, and strictly first class service,, that this store has built up its remarkable success.

J. A. Vance, who is the special representative in Western Canada for Wilson, Lytle and Badgerow, vinegar manufacturers, Toronto, returned to Winnipeg last week-end, just after the fire which destroyed the Scott-Bathgate building, in which their stock of vinegar was stored. He had been east on a visit to headquarters.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, Limited

JOHN BAYNE MACLEAN - - *President*
H. T. HUNTER - - - *Vice-President*
H. V. TYRRELL - - *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES:

CANADA—Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—New York—R. R. Hnestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address. Atabek, London, England.

SUBSCRIPTION: Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXI. TORONTO, FEBRUARY 23, 1917 No. 8

COAL is reported to be sixty dollars a ton in Italy. Another reason why we do not particularly care to be an Italian.

* * *

THE MONTREAL Housewives' League have had a lucid moment. They have asked the Board of Control to petition the Government to add an amendment to the Pure Food Act, permitting the sale of margarine. The Board promised to give the matter their serious consideration.

* * *

AMERICAN canning interests are stating that the recent Florida frosts will have a tendency to materially increase the price of canned goods for the coming year. It's a poor guess, friend canner. You know as well as we do that there is next to no canning in Florida, and precious little Florida produce ever finds its way into a can.

* * *

MAYOR Church, of Toronto, not content with starting in to reform the coal business, has also the ice and potato business under his fatherly eye. The holder of civic positions seem to think that with these positions there falls upon them the mantle of Solomon. They become wise in all things. If we could all be mayors or councillors there wouldn't be a single question in the world left to settle.

A NEW TORONTO PAPER

A NEW newspaper has blossomed forth in Toronto. It is known as the *West Toronto Outlook,* and devoted itself particularly to the interests and activities of that ever-growing section of the city.

The initial issue of this paper is full of items that cannot help but be of interest not only to residents of that section, but to any reader.

An article entitled, "Why The Corner Store?" is a very telling setting of a much mooted argument. It is a masterly defence of the corner store on the basis of the service that it renders to the community. If the *Outlook* maintains the merit of its initial issue, it is not difficult to prophecy a very rosy future for this publication.

THE FRUIT WINDOW CONTEST

WITH the moderating of the weather comes the time for window decorating. It is well past the time now when windows have a ground glass effect and window displays are at a discount. The sunshiny days are coming and the passer-by will be quick to notice and appreciate an attractive window. Moreover, after these days of cold and snow, and general discomfort, there is a brightness and cheerfulness about a fruit display that gives it an added attraction. It is good business on your part to seize this opportunity to dress your window with an attractive fruit display. It may add a zest to the effort if you set yourself in competition with your brother merchants in your endeavor to make the best use of the material at hand. It is the window-dressing season. Don't neglect this suggestion, but set out to plan that window at once.

AMERICAN SENATE BILL FAVORS MARGARINE

THE Finance Committee of the American Senate has accepted an amendment to the Revenue Bill proposed by Senator Underwood, that provides for a tax of two cents a pound to be paid by the manufacturer in place of the present tax of 10 cents a pound. Either the dairy interests are less powerful in the United States than in Canada, which is very much to be doubted, or they have found that oleomargarine is not the menace that these interests popularly suppose it to be. Is it too much to hope that our own dairy interests will wake up from their bad dream, and look at this matter in a rational light?

A REVENUE OFFICER IS A CONSUMER

LEGAL technicalities will not be permitted to interfere with the War Tax stamp law. Of recent date many offenders when faced with a charge of selling goods without the required tax stamp have attempted to evade the consequences by claiming through their lawyer, that the Inland Revenue Officer was not a consumer and consequently there was no illegality in the sale. Magistrate Kingsford in a Toronto Police Court took the position that H. J. Dager, the Revenue Officer, who laid the charge was a consumer in the eyes of the law.

In the present issue we are publishing a complete list of articles requiring war stamps, according to the Government regulations. It will be well for you to keep this information where it may be available at any time. A one cent stamp is not a large item, but fifty dollars and costs, which is the penalty for failure to affix and cancel a revenue stamp on all articles requiring such stamps is a very considerable item and one that a merchant may well spare himself.

WHERE IS THE ERROR?

THE embargoes and rumors of embargoes that have been the order of the day in railway circles of recent date, are beginning to have their effect, and its effect is anything but satisfactory to the importer of goods. An instance has recently come to our attention. Two cars of cabbages were bought by a certain Toronto firm and shipped from the South. While in transit the shipper was advised that the C.P.R., over whose lines the goods were routed, would not receive any such goods for import into Canada. This information purported to come from an official of the C.P.R. The shipper, fearing to have his goods held at the border, diverted them to an American market, with the result that the Toronto market is practically bare of this commodity this week. The consignee, on being advised by the shipper why the goods had not gone forward as ordered, made enquiries of the C.P.R. official in Toronto, who assured him that there was no such embargo in effect.

Where is the error? If some agent of the C.P.R. gave out incorrect information on the strength of newspaper suppositions, it should be most forcibly called to his attention, so that the error may not again occur. If there is a tacit understanding among C.P.R. officials that such commodities shall not be handled, the fact should be definitely and publicly stated, so that business men may make other arrangements.

Despite the known difficulties that are facing the G.T.R. at present, anywhere from five to eight carloads of California fruit are arriving daily in Toronto. There certainly should not be any discrimination against goods coming from other sections.

These misapprehensions regarding embargoes on goods entering Canada are doing the merchant harm. It is for the railway companies to make a definite statement of policy on this matter.

THE GOVERNMENTAL CURE-ALL

THE Governor of the State of New Jersey is urging upon his legislature the advisability of going into the fish business with the idea of reducing the cost to the consumer.

It is really an interesting fact how all these governmental chaps imagine that the millenium would be actually come if only they had a finger in every pie. It is not only so in the United States that this condition exists, Canada is just alive with politicians who think they could handle the bread, and the flour and the sugar and the coal and the produce situation better than the men who have made a study of the business. They would save the enormous profits they claim. There may have been a government, civic or federal, without a patronage list, but it has not been noted to date. The little governmental perquisites, what are they but profit? Anyway, it seems to us that the politicians have already a job on their hands, yet they get so busy interfering in other people's business that they are leaving themselves very little time in which to politish.

COMBINATIONS AND COSTS OF LIVING

FOR the reason that the modern daily press follows the policy of serving popular opinion rather than public interest, the cry against efficient business organization on a large scale is echoed and encouraged by many editors who have evidently given no more attention to the question than to listen to the remarks of narrow-minded agitators—or if they have other ideas they hide them because they may not suit the average reader. The brand of "trust" is placed upon big business and it is popular to cry down the trusts. That the public interest can be served and efficiently increased by combinations is not explained to the people, because a larger audience will listen to arguments to the contrary.

The high cost of living has been recently made the excuse for an outcry against big business as represented by the packing concerns and commission houses. Agitations have flared up in all parts of the country largely encouraged by the support of the press and sensational reports of public meetings. Investigations have been conducted and short-lived boycotts have been organized; but these have failed, as they were foredoomed to do by the working of the law of supply and demand. The cost of living will remain high while there is a continuation of the abnormal war demand of Europe and prosperity—largely created by these very high prices for foodstuffs—in our own country. The secret of cheaper living under these circumstances is in consuming less. Reducing the cost of distribution can also be made a factor and this can be done, not by breaking up the combinations, but by increasing their efficiency.

In the great majority of cases investigating bodies have not made reports—at least reports which have reached the public. The results do not accord with popular opinion and are, therefore, suppressed. A striking exception has been provided in New York. Three committees working jointly have reported that enhanced food prices are due to causes beyond the control of city or state; that there is no short-cut, no magic remedy. On the other hand, it is pointed out that difficulties might be minimized by unity of effort and better organization—more "trusts," more combination, more co-operation.

Accounting for Retail Merchants--VIII

Another Use for Extra Credit Column—Diverse Uses of Debit Columns — Delivery Expense—Comparative Readings Make "Dead Figures" Live —Final Articles of Series.

By Henry Johnson, Jr.

HOW to use the fifth column on credit page? My Quebec correspondent of three weeks back is a manufacturer as well as a merchant. His factory is a producer of revenue, just as your building which I sketched last week. Things bought for the factory can be charged to it through the Sunds. column on debit page, or the column now used for Barn or Wages can be assigned to Factory; and fifth column on credit page can be used to record revenue from Factory.

Again, some grocers own farms—that is, the lucky ones do! From the farms they get grain, potatoes, winter vegetables, garden truck, fruits, etc. I know one whose annual cherry crop is a big item. Things bought for the farm, or goods sent out there, are charged against it in the Sunds. column; and fifth column on credit page is assigned to it for the revenue with which it is credited.

What you must keep before your mind constantly is the fact that each of these enterprises is separate and distinct from your store. Just as your store must pay you the going value of rent for space occupied in your building, so must your store pay the farm the going market for whatever it produces; and the farm must likewise pay the store the market value of what it takes therefrom. The only advantage you can allow yourself through having these various enterprises is that of being a preferred customer, in that you give yourself the first pick and choice of the produce.

Only through keeping things distinct can you judge with any real accuracy how each enterprise is doing; and unless you are to have real and accurate information on these things, where is the use of keeping books?

Never kid yourself with any idea that two and two will make five for you because you buy of and sell to yourself in various guises; nor imagine that 2 x 2 will make only 3½ for the other fellow because of your diverse ownership. If your position as merchant and farmer enables you to get better figures from certain sellers, give each separate enterprise the full benefit in every case. Then your bookkeeping will be worth while, and you will be apt to make it enhance your prosperity—not otherwise.

Delivery Expense

If you are a city grocer, delivery means a lot to you. That is why I have Barn at head of one debit column. Every last penny that delivery costs you should go into the column? It is wise to run in wages, or a proportion of wages, into that account, also.

For example: Here we have Harvey, drawing $15 a week. He has a car and is out two-thirds of the time. The remaining time he puts in at the store, putting up orders, stacking goods on shelves, etc. The Petty Voucher book at the end of the week should have two sets of entries: one Wages and the other Barn. Harvey must appear on the wages list at $5, and on the Barn list at $10; and he will sign both lists. Let him understand why this is done this way.

And, while I think of it, it is a mighty good idea to let the boys understand a lot about the COST of running a business. Sincere information, given without brag or bombast, will evoke much real appreciation of the OUTGO as well as the income of a business.

Now, you remember the barrel of motor oil I told you about buying for stock? You have that in and priced at 60c gallon, let us say, or 5 gallons for $2.75. Use judgment in selling this to the Barn. If you feel sure that your boys will be as careful of a five-gallon can as of a one-gallon, sell the Barn 5 gallons. In any case, make the Paid Out for the regular price of the oil sold the Barn and ring up the sale.

In this way, the Barn column will show just what the total deliveries for the month have cost. Then look at your sales record. If that is 5,000 and the Barn stands at $150, your deliveries have cost 3 per cent. of sales—and then some. Why? Because the item of depreciation does not show until inventory time; but you know what it is, and you should never forget it.

These monthly totals are great barometers to show how your margins fluctuate. By these you can foresee in May how the ratio is apt to run in July and can curtail the expense, or expand the facilities, as your experience plus your present accurate accounting may indicate is wise.

Advertising

If you are a consistent advertiser, it will be advisable to divert Barn to the Sunds. column for three or four months from time to time and use that column for Advertising, so that you may have before you, in a running monthly account, your advertising expenditure. Be sure, too, that every penny you spend for advertising gets into that account.

For example: You make a donation to the Women's Club on the solicitation of a committee. Why? Would you have made that donation had you not been in business? No. Then you made it for the sake of good-will? Yes. Then it is Advertising.

Again: You run a special sale and print your offerings in the newspaper. What expense attaches—the bill for the space? Yes; but that is not all. You reduced the price of certain articles, for that sale only. Why? To give "pep" to your offerings. Very well; the difference between regular and special prices on all goods so reduced is Advertising. How keep track? Two ways:

Inventory what you have on hand of each article so specially priced before and after sale. Suppose the difference on articles sold is $2,80 below what regular prices would have yielded. Make a Paid Out "Advertising; concession on Sale Mdse., $2.80," and ring up $2,80 as a sale of Mdse. The paid out gets into PV's to be entered against Advertising.

The other way: Enter a "markdown" on every sales slip. Say, "Blue Jay Corn, 15/ .11." This shows the regular price of 15c and the special price of 11c. The slips are audited next morning by being gone over with an adding machine, and the difference is charged, as above, to Advertising.

The first method is not only safest for small merchants, but most likely to be accurate.

So, while the expenditure for space, donations, etc., might foot up only $450 for a year, the addition of such concessions may make your expenditure $900. And, since $900 is what you spent ACTUALLY, you want to know it.

Finally, as to donations: Never mix business and philanthropy. If you wish to give $100 for foreign war relief as a private party, not looking for any business advantage, pay that out of your own personal wages. If you pay anything like that out of your business, treat it as Advertising—for that is just what it is.

Making Figures Speak

These are some of the ways in which you turn dead, flat "uninteresting" figures—just rows of unpoetical statistics

(Continued on page 34.)

Want a Trade Commission

Important Recommendations Placed Before the Government—Wholesale and Retail Interests Also Suggest an Inland Trade Branch of the Department of Trade and Commerce—The Reasons Presented

THE deputation representing retail and wholesale interests which recently waited upon Sir Robert Borden to present the case of the merchant on the question of the high cost of living, received a long hearing. The deputation were asked to formulate the details of their proposals in writing. Accordingly, a joint committee was formed and the following recommendations were embodied in the form of a letter to Sir George E. Foster:—

Recommendations of the Joint Committee

Ottawa, Feb. 12, 1917.

Hon. Sir Geo. E. Foster, K.C.M.G.,
Minister of Trade and Commerce,
Ottawa, Ont.

My Dear Sir George,—Referring to the delegation of retailers, wholesalers and manufacturers who interviewed the members of the Government on Wednesday, Feb. 7, 1917, for the purpose of requesting the Government to appoint an "Inland Trade Commission," at which meeting you presided, I desire to say that after conferring with you, the delegation held a further meeting, and in compliance with your wishes, they appointed a committee, consisting of representatives of all of the commercial classes, and the following are their recommendations:—

1. To appoint, under the Act respecting Royal Commissions, an "Inland Trade Commission," consisting of three persons, to investigate commercial practices and complaints; and to report their approval or disapproval of the same.

2. To amend the Act so as to empower the commission to prohibit practices which it finds to be injurious to trade or contrary to public interest.

3. To amend the Criminal Code so as to prevent criminal prosecutions for trade offences, until after an investigation has been made and a report on the facts has been presented by the commission to His Excellency the Governor-General.

4. To form a Bureau or Branch of "Inland Trade" in connection with the Department of Trade and Commerce for the retail, wholesale and manufacturing trades.

In reply to your question as to whether or not the "commission" would be expected to sit for every complaint in the locality where the complaint originated, the committee consider that there are very few cases which would necessitate sitting outside of Ottawa, because the commission would not, in most instances, try charges, but would only investigate practices regarding the representations made to it; for example: If the complaint was made that some person was pursuing a course which the complainant deemed was unlawful or contrary to the public welfare, the commission in the first place would, before taking any evidence, consider whether or not — assuming they agreed that the complaint was well grounded—such practice prevailed, and if it was one which should be disapproved, and if they arrived at the conclusion that they should disapprove of such practice, they could inquire in the first place from the person charged, whether or not he was in fact pursuing such a course, and could advise him that if such was the case, it was, in the opinion of the commission, an improper practice, and he could be directed to discontinue such practice, and if he persisted, he could be prosecuted in the local courts. If the commission had any doubt as to the propriety of the practice they could obtain a statement from the complainant, and the person charged, and without evidence, in most cases, arrive at a safe conclusion.

These investigations are to ascertain whether or not sound justifiable methods of doing business in Canada are being adopted, and to approve of good trade practices, or correct evil practices, and to educate the public to appreciate what are proper practices, and to stamp out what they find to be improper practices in trade.

The proposed "Inland Trade Commission" would, therefore, serve two very useful purposes, namely: It would insure the carrying on of the various activities of commercial life, on correct and honest principles, and it would educate the public to an appreciation of such principles, and remove the prejudices which are so injurious to trade, and disconcerting to those who are not familiar with commercial subjects.

As to the formation also of a "Bureau" or "Branch" of "Inland Trade" in connection with the Department of Trade and Commerce, which was so strongly pressed upon you, the meeting was highly gratified at the statement made by you, that it was the intention of the Government to establish a "Branch or Bureau," and of your description of its probable scope, and they urge that such a branch as you described be created at the earliest opportunity.

These are the general views of the delegation, and if they meet with your approval, which we hope they will, the representative joint committee, appointed by the convention desire me to say that they will be pleased to meet with you, at any time, and present before you, or before any person or persons whom you may appoint, the details as to how they think the duties of the proposed "Inland Trade Commission" and the "Bureau or Branch of Inland Trade" in connection with the Department of Trade and Commerce can be best conducted. Personally, I believe that the requests of the delegation, which represented every commercial interest in Canada are excellent ones. The proposed "Inland Trade Commission" would form a public court of enquiry, presided over by well known men, whom the public have confidence in, and whom they know understand commercial subjects, and it would relieve the Government from all sorts of unfair attacks that may be made upon them, such as stating that they favor trusts or combinations, or that they are closing their eyes to commercial practices that many who are not familiar with trade believe exist, or that the Government are not giving sufficient attention to the inland trade of Canada, or her commercial interests. In other words, the proposed "Inland Trade Commission" would be an open public court before whom any person could appear and make a complaint concerning any commercial subject, and receive a proper and an intelligent hearing.

The "Branch or Bureau of Inland Trade," which is proposed to be established in connection with the Department of Trade and Commerce, would be of great assistance to all those who are engaged in trade throughout Canada, and it would put the Government in closer touch with a very large, important and influential class who require such a department equally with that of other classes, such, for instance, as the Department of Agriculture, or the Department of Labor.

Any further information that you may require, or any assistance that we can give you, we will be pleased to do so.

Remaining, on behalf of the Joint Committee,

Yours sincerely,

Senator J. Lynch Staunton.

When Retailers Need Revenue Stamps

Ignorance of War Revenue Act Among Merchants Leads to Fines or Needless Use of Stamps—What "Patent Medicine" Really Means—When "Soap" Must be Stamped—Law on "Perfumery"—Talcum Powders, Stock Foods, Extracts, Etc.

Exhaustive Review of the War Revenue Act

IT is almost as annoying, though not so expensive, to affix war revenue stamps when they are not required, as to fail to affix them when the Act says you must.

One merchant has been in the habit of sticking on a 1-cent inland revenue stamp on every cake of shaving and other soaps he sold over his counter. He was making a complimentary offering to the Dominion treasury.

Another merchant, similarly in ignorance, sold medicated stock foods without affixing the stamps. His contribution afterwards was compulsory,—not complimentary,—$50 and costs.

In a third case the merchant sold some talcum powder without a revenue stamp, and the man who laid the information received one-half the $50 fine.

These three incidents coming before CANADIAN GROCER this week have called forth the article that appears herewith, explaining in detail the "War Revenue Act," as a safeguard to general merchants, all over Canada, who may be making involuntary contributions in the shape of stamps or fines.

The penalty for neglecting to affix a stamp, or neglecting to cancel it, at the same time, is not less than $50, and not exceeding $250.

Thousands of Articles Taxable.

First of all we would explain that an attempt was made by CANADIAN GROCER to secure from the Inland Revenue Department an itemized list, in alphabetical order, that would be an absolute guide to the retail merchant, but none such has been compiled, the explanation being that this would contain thousands of names.

The Act, taken broadly, requires the stamps to be affixed to the following four classes of goods:

(a) A proprietary or patent medicine.
(b) Perfumery.
(c) Wine of the grape, or non-sparkling; or
(d) Champagne or sparkling wine.

Of these, of course, the first two classes will be of main interest and importance.

One Cent for Every 25c. Value.

The first point to note in connection with these two classes is that a one-cent stamp is to be affixed on goods whose retail price, for each bottle or package, is twenty-five cents or less, and one cent extra for each twenty-five cents or fraction additional. Thus a package selling for 40 cents would call for 2 cents in stamps; a 65 cent line, 3 cents; a $1.35 package, 6 cents, and so on.

What is a "Patent" Medicine?

Next comes a point that has puzzled many merchants—what constitutes class 1, a "proprietary or patent medicine."

Roughly speaking, this phrase includes all medicinal preparations, bottled or packed ready for sale, in the preparation of which the maker claims to have any "formula" or "secret art," or claims any exclusive right to the same, or prepares it under letters patent or designates it by a trade mark, or if prepared in accordance with any formula, is recommended to the public by the makers or vendors as a remedy or specific for any disease or affection of the human or animal body.

A distinction comes in here between goods that are brought out by an individual or under a special name, and general medicines, such as can be prepared by any chemist or doctor or druggist, as the case may be. These are not taxed. As the Act reads: "Proprietary or patent medicines includes pills, powders, tinctures, syrups . . . , but **does not include any medicinal preparation or composition recognized by the British or the United States pharmacopœia or the French codex as official."**

Castor Oil, Cascara, etc., Exempt.

Thus castor oil, cascara, court plasters, seidlitz powders, vaseline, zinc ointment.

ARTICLES NOT SUBJECT TO WAR TAX.

Absorba Corn Pad
Acetophen (is equivalent of aspirin)
Acetylsalicylic Acid
Aloin
Ammonia Water
Angostura Bitters
Animal Food (unmedicated)
Aspirin
Baby Foods
Beef, Iron and Wine (if sold as defined in Pharmacopoeia)
Belladonna Plasters (sold as such under no special marker's name)
Belladonna Tablets
Bird Seed
Bismuth Tablets (sold as such)
Blaud's Pills
Blue Ointment
Bona Fide Flavoring
Boracic Acid (if of composition defined in Pharmacopoeia)
Borax (if of composition defined in Pharmacopoeia)
Bunion-reducer
Bunion-right
Calomel and Sodium (bicarbonated tablets)
Camphorated Oil
Carbolic Acid
Cascara
Castor Oil
Cements
Charcoal Pepsin
Court Plasters
Cream of Tartar (if of composition defined in Pharmacopoeia)
Dalley's Castor Oil
Dalley's Epsom Salts
Dalley's Sulphur
Dyes
Epsom Salts (as defined in Pharmacopoeia)
Filling, Gold and Silver (not being proprietary medicine used by dentists)
Flavoring Extracts
Fluid Magnetic
Foods, such as:—
Hollick's Malted Milk
Nestle's Food
Saskett's Food
Fruit Syrups
Ginger Tablets
Ginger Wines
Glycerine
Glycerine Suppositories
Grape Juice
Herbageum
Hoof Oil
Hydrogen Peroxide
Imperial Granum
Insect Powders
Italian Castor Oil
Lifebuoy Soap
Lime Juice
Lime Juice Cordial
Liquid Peptenoids
Louse Killers
Lozenges (linseed, licorice, chlorodyne)
Lythia Tablets
Magnesium Sulphate
Malt Extracts
Malzinose
Milk of Sulphur (if complies with Pharmacopoeia)
Moth Balls
Olive Oils
Opaline
Pedico Foot Soap
Petrolatum
Petroleum Jelly
Phenol
Plasters (adhesive, bunion, corn, court)
Precipitated Sulphur
Seidlit Powders
Soda Bicarbonate
Soda Phosphate
Spirits of Nitre
Strychnine
Sugar Milk
Sulphate of Quinine
Sulphur (if of composition defined in Pharmacopoeia)
Tincture of Iodine
Toe Right
Toe Flex
Tooth Soap
Turpentine
Vaseline
Vermouth Wines
Virol
Water Glass
Zinc Ointment

and similar "general" remedies, as we may term them, are not subject to the war stamp. An itemized list of these is given here.

A point of explanation is required here. The merchant may remark: "Yes, I know I can sell castor oil or epsom salts, as such, without a tax, but what about Smith's Castor Oil; and Reynold's Epsom Salts?"

When Maker's Name Can be Used.

This has been cleared up since the Act was passed, CANADIAN GROCER was informed by a leading member of the executive of the drug men, Mr. George E. Gibbard:

"I went down with others on just this question and found that if a certain 'make' of castor oil was put on the market, say 'Smith's,' and there appeared on the label these or similar words, 'In accordance with the British Pharmacopoeia,' the product was not taxable." In other words, it would not be a special remedy, but made under a generally recognized formula, and so would be exempt.

Of course, a patent medicine composed of certain drugs mentioned in the Pharmacopoeia is not thereby exempt, but is taxable.

When Soap is a "Patent Medicine."

Some further particulars as to just what other articles come under the heading of "patent medicines" will be of help here.

"When is a soap a patent medicine?" has been asked.

When it is represented as possessing curative properties; when it is "medicated."

"It depends practically on the label on the soap," explained an Inland Revenue official to CANADIAN GROCER. "If the soap is for toilet purposes only, an ordinary washing soap it is not taxable. If there are medicinal properties claimed for it, such as in the case of 'Cuticura,' for example, it must pay the tax."

Or as the Act reads: "Medicated soaps when advertised as such become patent medicines under sub-section 4 of sub-section 14."

Other Items in "Patent List."

Other articles coming under the head of patent medicines are:—

Conditions Powders
Veterinary Liniments
Medicated Stock Foods
Cough Drops
Talcum Powders
Animal Poisons
Camphorated Chalk
Styptic Pencils
Headache Powders and Wafers
Carbolic Salves
Liquid Rennet
Eyebrow Pencils
Grease Paints
Green Soap
Anti-Kamnia Tablets

In addition, disinfecting fluids and powders, if used as remedies or specifics for any disease or affection affecting the human body, are subject to the war tax.

Absorbent gauze and cotton, if medicated, must pay the tax.

Medicated wines, such as Wilson's Invalid Port Wine, are taxable.

A peculiar distinction is made in regard to doctor's prescriptions—if composed of patent medicines alone they are taxable; if composed of both patent medicines and other ingredients, they are exempt.

Exempt From Taxation.

Among the goods that are exempt are the following:

"Extracts intended solely for culinary purposes."

"Bovril, Oxo, Steero and Virol, if not medicated, and, therefore, used simply as a food."

THE TARIFF.

Article.	Stamp of the Value of
(a) A proprietary or patent medicine, or (b) Perfumery the retail price for each bottle or package thereof being—	
Twenty-five cents or less	One cent
more than twenty-five cents— for each twenty-five cents and in addition for any fractional part of twenty-five cents	One cent
(c) Wine of the grape, non-sparkling, each bottle or package containing—	
one pint or less	Three cents
one quart or less, but more than one pint	Five cents
a quantity greater than one pint— for each quart and in addition for any fractional part of a quart	Five cents
(d) Champaigne and sprakling wine, each bottle or package containing—	
one half pint or less	Thirteen cents
one pint or less, but more than one-half pint	Twenty-five cents
a quantity greater than one pint for each pint and in addition for any fractional part of a pint	Twenty-five cents

"Perfumery"

COMING now to the second large class of taxable lines, perfumery, the Act defines it thus:

> "(iii) 'Perfumery' includes alcoholic and non-alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair oil, tooth and other powders and washes, pomatums, pastes and all other preparations used for the hair, mouth or skin."

A further clause referring to "creams, etc.," reads:

> "Cold creams, pomatums, tooth paste and powder, massage creams, and all other toilet articles used for the mouth and skin, and also hair dyes, tonics and oils, bay rums, etc., are subject to the war tax."

"Talcum powders" usually included with "toilet articles" and are classed under "patent medicines" in a list given previously.

Reference has been made to "medicated" soaps. All others, "whether in solid, liquid, powder or paste form," coming under the definition of perfumery, are exempt as "toilet articles."

An interesting point crops up in the case of perfumes: "Packages of perfumes taken from a bulk package must be stamped at the time of sale."

Special Clauses in Act.

Some special clauses in the Act should be noted:

RETAILERS are required to affix the stamps themselves. "They may or may not add the amount of the stamp to the price of their goods, as this becomes a business proposition as between themselves and their customers."

SAMPLES of articles given away without charge are not subject to the war tax.

DENTISTS.—"All proprietary medicines sold to dentists are subject to the war tax, as dentists are consumers within the meaning of the Act."

HOSPITALS.—"Hospitals are consumers when they purchase patent medicines to be used for their patients; but when they sell patent medicines to their patients, they are retailers, and the stamp must be imposed at the time of sale."

CANCEL STAMPS.—The person selling, the importer, and the manufacturer or producer whose duty it is to affix a stamp under this section, shall at the time the stamp is affixed cancel the same by writing on or across the stamp initials or other marks of identification, together with the date of such writing, or otherwise cancel the stamp in accordance with regulations made by the Minister.

The Sale of Wines.

The adoption of prohibition in the majority of the provinces has made the clauses respecting wines of little importance.

It should be noted, however, that "unfermented grape juice is exempt," and "all wines made from other fruits than the grape," are exempt also.

When a bottle of wine is opened to sell by the glass, a stamp must be affixed and cancelled, with date and initials of proprietor.

What About Direct Trading Companies?

An Investigation of the Literature and Operations of One of These Interesting Concerns —How the Immense Cuts on Standard Articles Are Compensated for by the Prices on Inferior Goods of Unknown Manufacture — Buying as the Company Suggests, Not as the Consumer Requires.

A CERTAIN concern styling itself The Independent Grocery Company with headquarters in Windsor, Ont., has been rather adding to its activities of late.

A flood of new literature has appeared in which it is stated that this concern is incorporated under the State Laws of Michigan.

No High War Prices

The Direct System of Supplying

Groceries

To the Consumer at Lowest Prices

Agents Wanted Everywhere

Such is the form of invitation that is handed out to the unwary public. On the other side of the dodger you are urged in equally large letters not to be a wage slave, and are implored to get into business for yourself. The concern modestly describes itself as "One of the Greatest Agency Propositions Ever Offered."

Now these are some large claims and claims that will bear investigation. The idea of the concern is that it shall enlist the activities of agents in all parts of the country, who shall canvass for orders on the basis of a catalogue price.

How the Company Explains Its Low Prices

The company gives as their reasons for their ability to make the reductions in prices, special arrangements with different distributors, no high rents to pay, no high priced salesmen, and no delivery wagons. Certainly such economies would enable a merchant to make some concessions in price, but it is to be remembered that this business is being done through agents who according to their agreement with the company are to receive 20 per cent. of the sales price of everything they sell..

A Little Joker Noticed

Another item in this agreement that looks like a joker is the fact that the agents have to send $5.00 for which they receive a sample order. This order reads as follows:

	Estimated retail price	Our price
1 large can salmon	$0.30	$0.20
1 box 2 in 1 or Nugget shoe polish	.10	.05
1 lb. our blend tea (high grade), black or green	.60	.45
1 lb. of our second grade tea, very fine	.50	.38
1 lb. our fully guaranteed baking powder	.50	.40
10 lbs. Redpath's best granulated sugar	.80	.50
1 box Complexion soap, whitens the skin (3 cakes)	.75	.50
1 lb. our own (Moka) fresh roast coffee	.45	.35
½ lb. fresh triple strength mustard	.25	.20
8 bars of laundry soap	.40	.25
1 bottle lemon essence, flavoring	.35	.25
1 large bottle essence of vanilla	.35	.25
½ lb. English breakfast cocoa	.25	.20
1 box velvet skin talcum powder, large box	.50	.40
1 can Old Dutch Cleanser	.10	.06
½ lb. ground black pepper, triple strength	.25	.20
1 lb. package of baking soda, salaratus	.10	.08
1 patent combination can opener and knife sharpener	.25	.15
1 large box crisp soda biscuits, fresh	.25	.18
	$7.05	$5.00

Difference between old system and our plan $2.05.

Doubtless the originators of this variegated list, considered it a very attractive proposition, and doubtless there are a number of people who would have thought the same. Were it not so, where would the Independent Grocery Company "incorporated under the laws of the State of Michigan," get the agents whom according to its own showing it depends on for its business?

Only Four Items of Standard Quality

But let us consider this interesting list. There are just four items on the list that in the nature of things can carry any significance to the buyer. These are the four articles sold under a trade name. Very good! We are willing to admit that these articles are sold far below their value. Sugar at 5 cents a pound in these days is an absurdity. "Great bargain" says the agent. Unquestionably! But you can't take this "great" bargain without finding a string tied to it. You have to buy as well a pound of "Our fully guaranteed baking powder." "Guaranteed to what" one might ask, if one were inclined to be critical. You have also to buy a box of complexion soap, which may be of no use to you, and which even at the magnificent discount that they note is to sell for 50 cents. There are plenty of good soaps you can buy at this price. You must also buy two different qualities of tea. Not an established brand, be it noted, but articles described as "high grade" or for the second grade "very fine" a delightfully vague way of describing a commodity such as tea. My idea of a very fine tea may be as far apart as the poles from your idea. And your idea of "very fine" might make me howl with righteous indignation.

Are You Eager for a Knife Sharpener?

Yet you must buy all this collection whether you want it or no, and to cap the climax you must purchase a combination can opener and knife sharpener. Such an article might be worth the 25 cents the retailer is supposed to sell it for, or it might be worth the cut price of 15 cents. It might also be worth five cents or nothing, and it's a thousand chances to one that you never in all your life would consider buying such an implement were it not wished upon you in some such garb as this.

Very well then having purchased this collection of nondescript commodities you are an agent in good standing with this company that is smiled upon by the "laws of the State of Michigan," and can start out to sell goods.

How Standard Lines Are Used as Pullers

When you visit the customers you have chosen, it is probable you will be faced with the answer that they are dealing with some particular grocer whom they find satisfactory. This enterprising company fathered by the State of Michigan, has thought of this. Your argument is backed by a list of sample prices. Here is the list. It is safe to say that it is below the prices being asked by any retail merchant doing business to-day. It is also, as may be noticed, far below the wholesale price at which these goods are at present selling. Prefacing these magnificent discounts is, as will be noted, a guarantee of freshness and full weight. We are not suggesting that there is any attempt to defraud in the matter of weight; such action is punishable at law.

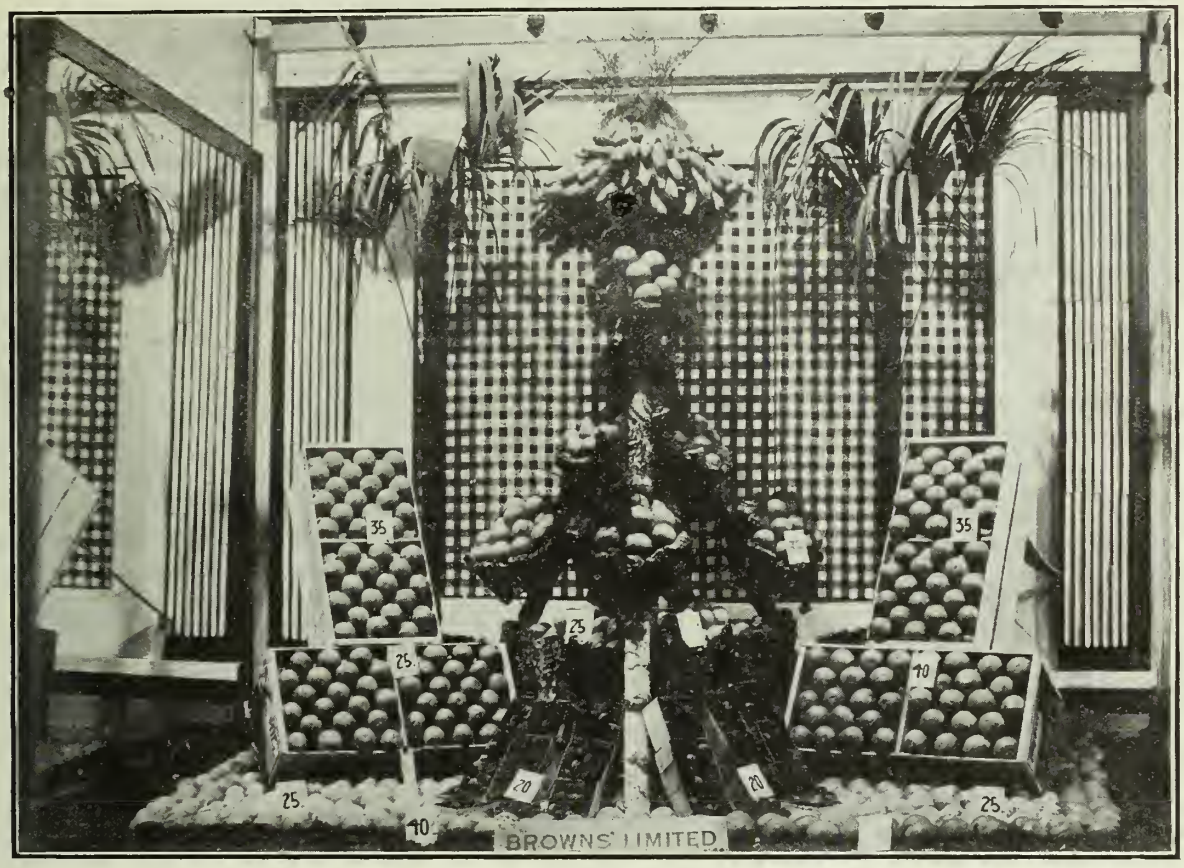
But consider these interesting prices.

Every Article is Guaranteed to be Strictly Fresh, Full Weight and Exactly as Represented or Money Refunded.	Estimated retail price	Our price
8 bars of Comfort, Sunlight or Surprise soap	$ .40	$ .25
3 cans of peas, corn or tomatoes	.40	.25
1 lb. of Baker's, Cowan's or Lowney's cocoa	.50	.40
Large package of Quaker, Robin Hood or Tilson's oats	.25	.20
Kellog's Corn Flakes, Post Toasties or Milta Vita, package	.10	.07
Holbrook's imported sardines, per tin	.10	.07
2 in 1 or Nugget shoe polish	.10	.05
Christie's, McCormick's or Perrin's soda biscuits, 2¼ lb. bxs.	.30	.18
100 lbs. of Redpath's best granulated sugar	$.00	5.00
5-lb. pail of best pure kettle rendered lard	.85	.50
Large can of Maple Leaf salmon,		

(Continued on page 34.)

Some Suggestions for a Fruit Window

TRY YOUR HAND AT IMPROVING ON THESE



Charging Interest on Accounts

An Interesting Discussion on the Possibility of Success in Charging Interest on Account—A Discussion Growing Out of an Article Lately Published Bring Out Some New Phases of an Interesting Subject

SOME weeks ago there was published in these columns the story of the general store of P. C. Hanna, Campbellcroft, Ont. CANADIAN GROCER published it because it was believed that there were points of interest in the story of the growth of this store that had a significance that was beyond a mere matter of interest.

Among the most noticeable features of Mr. Hanna's plan was his method of putting his store on a cash basis. The store deals mainly with farmers, who, owing to the circumstances under which they work, are often unable or unwilling to pay cash for their goods. To overcome this difficulty, Mr. Hanna devised the plan of taking a note in payment of the account, the note itself bearing interest. In this way even these difficult accounts were put on an approximately cash basis.

The Contention Challenged

Recently we received a letter dealing with this article and pointing out the difficulties that lay in the path of the successful operation of such a scheme. The criticisms of Mr. Hanna's plan of operation were so concise and so manifestly voiced the questions that might have been raised in many minds by the reading of this article that we decided to publish the letter.

Believing that the discussion of this subject by a man who believed it feasible and a man who did not, would be of exceptional interest, we sent this letter to Mr. Hanna and asked him to outline his defence in the points where his scheme was attacked. We publish the two letters herewith:—

Pakan, Alta.

Dear Sir,—We have read with much interest the article in CANADIAN GROCER, entitled, "Charging Interest on Accounts." Mr. Hanna's system looks all right on paper, but when it comes to be worked out in actual practice, as we have tried it out for several years, the thing does not run so smoothly, and we would be very glad to have further light on the following points:

Where customer is unable to settle in cash, Mr. Hanna takes a six months' note. It is stated that he "deposits these notes with his bank, but does not discount them," merely uses them as "an evident and available asset." Does this mean that these notes are used with the bank as collateral for loans. If not, how are they used as "an evident and available asset?"

The Farmer's Attitude to a Note

Regarding making settlement by six months, or any other term note, our experience in many cases has been that the customer (a farmer) says to himself, "Thank God, that bill's paid," and plunges in again. He is quite solvent and you do not like to tell him that he must run along on a cash basis until his six months' note has been paid—when credit might be again given him. He runs up another bill and probably again settles all or part of same by another six months' note. Under such a procedure as this, this man, unless you shut right down on him, might in six months' trading have given you three or four notes.

It ends up perhaps by his being hailed out or a frost destroys the bulk of his crop, and he is unable to meet his notes, or says he is unable to do so, which amounts to nearly the same thing as far as getting our money is concerned.

What does Friend Hanna do in these, or nearly similar circumstances? If he sues on the notes, he surely loses his customer, who may next year be in fairly good position and might become a good cash-paying customer.

It is well known, also, that farmers pay slight attention to their note obligations—this is the experience of all banks and loan companies. The majority of this class are, we are sorry to say, extremely unreliable in financial matters.

Regardless of their debts or of the fact that you may have tided them over long periods of "hard luck," they will very often "stand you off" after crops have been marketed and use surplus cash to either buy more lands or an automobile, etc., knowing that they are protected to the limit by the grossly unjust "exemption laws."

How to extend such credit accommodation without risking the loss of our money or our customer, or both, has sorely puzzled us for years, and if you can help us to a solution we will be extremely grateful.

Jno. A. Mitchell & Son.

The Case for the Defence

Campbellcroft, Ont.

Dear Sirs,—The circumstances depend entirely on the nature of your business methods—that is, whether you are doing a cash business or a credit business; and also, maybe, the system of doing business in the West is different from what we do in Ontario, but I think the same system could be carried out successfully no matter in what country you were doing business.

Question of Customer's Solvency Must be Decided by Merchant

To run a cash business the first question you must ask yourself is, have I the nerve to refuse my customers credit, and make it plain to them that no credit will be advanced to them until they show you that they "are solvent," and quite worthy of and able to meet their obligations when they come due.

When a customer applies for credit, and he is a good man, and this must be determined entirely by the merchant.

How to Use a Note Without Discounting

Take his note for six months and deposit same with your bank as a collateral for overdrafts; it is not necessary for you to discount it, for the interest charged your customer is good money in merchant's pocket. Pay the amount of your overdraft out of your cash deposits, and have the interest on your notes to your credit. When paid at the end of six months, or whenever the note is due. If the merchant is too mealy-mouthed to call his customer into his office for fear of offending him, and tell him that no more credit will be advanced until his note is paid, why there is no system on the face of the earth that will save him.

Know Your Man

If the farmer has had bad luck and cannot meet his notes when due, if his paper is negotiable and he is quite solvent, why should the merchant worry? Know your man, is a good slogan in business, and if you are doubtful, find out for yourself before advancing him credit. Merchants to-day are too anxious to do business and too much afraid of losing a few sales that often might be better lost, especially in cases where they do not know their man.

Better Mourn Over Than Mourn After

It is much better to mourn over your goods, and wait for a good customer, than to mourn after them by making sales to every Tom, Dick and Harry. If you think this will help our brother merchant in the West, send it to him.

Yours for a cash system,

P. C. Hanna.

R. E. Grant, manager of Geo. Vipond and Co., Winnipeg, wholesale fruit dealers, returned this week from a business trip to California.

A Little Information About Macaroni

Did You Think the Italians Discovered Macaroni? — You Were Wrong — The Wing Family of China Was Eating Macaroni While the Early Romans Were Nourishing Themselves on the Fragrant Garlic—The Irrepressible German Introduced Macaroni to Europe.

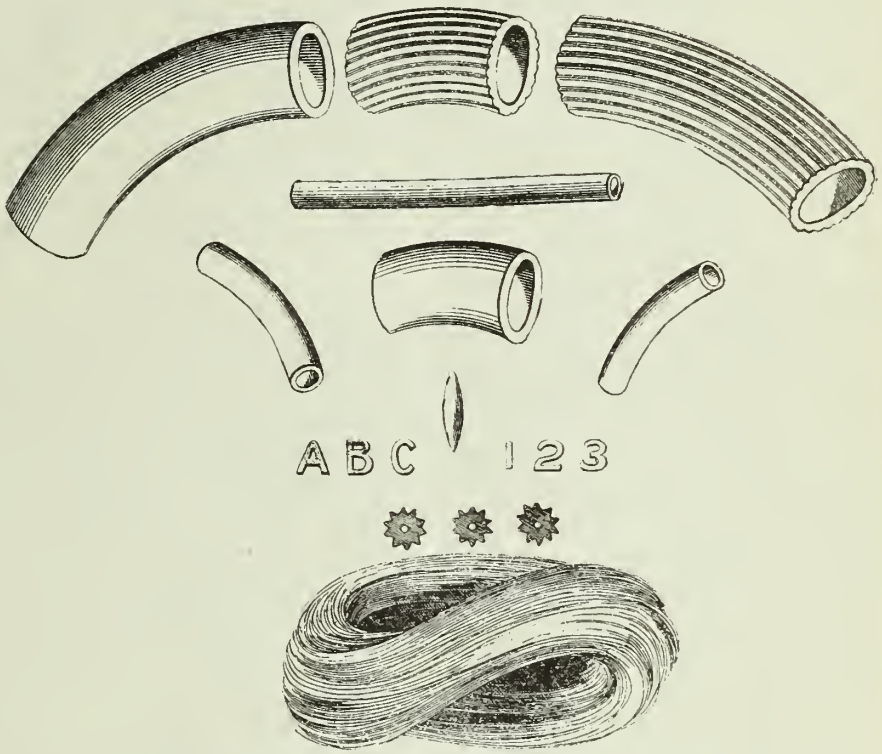
WHAT do people know about many of the most familiar articles of diet? Take macaroni, for instance. How many people are there who have the faintest idea as to its composition? We remember a traveler from the south describing to a breathless audience the appearance of a field of macaroni in bloom. A joke, of course, but the heart of the joke was in the wholehearted interest of the auditors in the description, hardly any of whom were awake to the fact that, as the saying goes, they were being stung. Oh, yes, we note your wise smile, dear reader: you may know that macaroni doesn't grow, but is made, but it is a safe bet that your knowledge lies more or less in a mental picture of a picturesquely garbed Italian, probably you call it Dago, seated indolently beneath a blossoming lemon tree with his bowl of macaroni on his knee, enjoying life and warbling Caruso-like between gulps.

No Laurels for the Latin

You are wrong, gentle reader. Guisippi is a faithful friend of macaroni, no doubt, but he is a long way back in the procession of the original users. Would it disturb your mental picture were the original user to appear with a pigtail instead of a lemon tree shade. 'Tis even so, as well as being peculiar, for the ways that are dark and tricks that are vain; the heaten Chinee is peculiar by reason of being the first to really appreciate macaroni. The Chinese began to appreciate this elongated food as early as the Ming Dynasty, and the late Mr. Mings have been so long dead that they are of no particular interest to you or me. If you happen to be curious-minded, however, and possess an encyclopedia, both are necessary, look up friend Ming; it will give you some real appreciation of the age of the macaroni industry.

Chinese and Japanese Claim Honors

There never was a thing that the Chink had that the Jap didn't immediately want, even the honor of being the first to discover the nutritive tube is craved by the covetous little men. They went them one better, too, and squeezed the tube smaller, and so can lay claim to be the originators of spaghetti and vermicelli. This rather spoils the picture of the almond-eyed family sitting down to a banquet of rice. We don't know just what the exact date of the first Jap taking to spaghetti, may be, but they claim to have beaten the Chinese in their discovery of macaroni by some hundreds of years.



Macaroni as You Know it. In Some One or More of the Forms Illustrated Here Macaroni is Familiar to You.

Some Historic Reference

We hate to give any credit to the Germans, but, passing along in this history, it seems that they were the means of the introduction of macaroni into Europe. To Italy unquestionably, however, the credit of having taken the food to her heart, to say nothing of other anatomical parts. Long before Colombus sailed on his memorable voyage to discover us, macaroni eating had become a habit among his fellow countrymen. For all we know the Santa Anna on this eventful voyage may have been loaded with this nourishing food, though not likely in the familiar long package.

Macaroni spread to France from Italy. It is on record that Louis XIII., of France, on one of his hunting expeditions with which he interspersed his affairs de coeur stopped for a dish of macaroni at an innkeeper's at Tours. In the time of Good Queen Bess the macaroni was introduced into England, there its reception was not of the warmest, only the wealthy folk taking to the novelty. Of recent date, however, the sale has been enormously increased.

Demand Improved With Improving Quality

Despite the fact that the European knowledge of this food was as old as the discoverer of our country, the commodity was not used on this continent to any extent until 1880. Almost all the macaroni manufactured in the United States at that time was made of flour and consequently was very inferior to the imported article. Of recent years, however, the reason for the superiority of the imported product has been discovered. The wheat from which the best macaroni is manufactured is a native of the part of Russia that borders on the Sea of Azov. The climatic and soil conditions in this section correspond to those of North and South Dakota and the southern section of our own Canadian West. With the introduction of this wheat, the macaroni manufactured on this continent has become quite the equal of the imported article. Macaroni is a wheat food; moreover, it is made from the choicest portion of the choicest of wheat. It has nearly twice the amount of gluten, weight for weight, as flour. The flour is kneaded in a cur-

rent of water, where much of the starch is removed, leaving a sticky substance called gluten, which is in the nitrogenous, or flesh forming part of flour.

Sir Henry Thompson, an eminent authority on food, states that "weight for weight, macaroni may be regarded as not less value for flesh forming purposes than beef and mutton, and most people can digest it more easily than meat, for which it therefore offers a valuable substitute."

Macaroni made from pure Darum wheat Semolina, should have a clear golden color. The finest grades are either golden or ivory in coolr. Of course, this color is easily simulated, and it is a regrettable fact that adulteration in this way is very common. One good test of the quality of macaroni is that if of first quality it swells considerably in cooking, almost twice its original size. in fact. The poorer grades are made from an inferior grade of flour: this generally results in the macaroni being grey or brown in color. This quality of the product will become very soft in cooking and swells very little. This is accounted for by the excessive amount of starch that appears in the macaroni made from plain flour.

Owing to the stickiness of the gluton, macaroni is able to bear its own weight when being dried. It is thrown over reed poles on which it is exposed first to bright sunlight and then to damp cellars and darkened warehouses. Smoothness, clear yellow color, hornlike, toughness and general glutinous appearance are outstanding characteristics of the finest grades of the product.

The testing of these goods by the methods above may give you the melancholy satisfaction of having caught an evil-doer at his evil doing, but you will be loaded down with a package of inferior tubes none the less. After all, in macaroni, as in most other goods, it becomes a matter of trusting the honesty of the manufacturer, for they have the expert knowledge, while you only know that it tastes, or does not taste just right, which is a rather indefinite sort of charge. When a man puts a branded package on the market, however, he does it at some considerable expense. He expects to gain thereby, of course. But in order that he may do so, he must please his customers. That fact is perhaps the most valuable test of all. It is rarely that you will find an inferior article exploited under a firm name. When a man packages goods and puts his name on them, it is fairly evident that he considers them good and saleable, and as fairly representing the quality of the goods he likes to sell. Therefore, to be sure of getting macaroni, such as the heart of the late Mr. Ming delighted in, buy the well-known pa kages.

Many Grocery Brokers Burned Out

Fire Which Destroyed Scott-Bathgate Building, Winnipeg, Destroyed Stocks of Nearly a Dozen Firms—Losses Sustained by Manufacturers all Over Canada—Brokers Now Located in Other Buildings.

A LARGE number of grocery brokers were burned out in a fire which partly consumed the Scott-Bathgate Building, Winnipeg, on Thursday night, Feb. 15. It was one of the worst fires Winnipeg has suffered for many years, and the five-storey building was almost a total wreck. A large number of eastern houses had offices in this building, and at the time of the fire they carried considerable stock. Stocks of soap, carried by F. D. Cockburn, who represents a number of the largest eastern soap makers, were destroyed. Wilson, Lytle & Badgerow, Toronto, suffered the loss of considerable vinegar. The Cowan Co., Toronto, lost their stock of cocoa and chocolate. The Canadian Chewing Gum Co.'s loss of stock amounted to about $5,000. The Scott-Bathgate Co., who owned the building, were fully covered, and were the biggest losers, the value of their groceries alone being in the neighborhood of $60,000. G. B. Thompson, well-known broker, and Hamblin and Brereton, manufacturers' agents, were both burned out. Another firm to suffer loss was Hazlewood and Co., a subsidiary concern of the Scott-Bathgate Co. Most of these firms have secured temporary offices. F. D. Cockburn is now in the William Davies Co. building, not far from his former location. The Scott-Bathgate Co. and Hazlewood and Co. are in the McNab and Roberts building, Lombard street. G. B. Thompson has secured new premises on Bannatyne avenue.

The Scott-Bathgate Co. advise us that they will be in a position to do business as usual by February 23, having secured large premises on Lombard street. They are Western representatives for Christie Brown Co., and Robertson Bros., Toronto, but fortunately have supplies from both these firms on the road from Toronto, so that it will be "business as usual for these firms." Other firms they were representing at the time of the fire were: Canada Thread Mills, Wilson, Lytle and Badgerow, the Cowan Co., Toronto; Watt and Scott. Toronto, and the Royal Baking Powder Co., New York.

Discovered by Soldier

Nothing is known as to the origin of the fire. It was first observed by Pte. Fuller, of the 174th Battalion, who is with others, guarding the adjoining Robinson Block. Smoke was noticed issuing from the basement at 8.30. The root of the fire seemed to be in the Owl Metal Company's workshop. There are two furnaces in the workshop, but the workmen say they saw both of them completely out before they left the building. J. J. Broadhurst, 498 Langside, manager of the Owl Metal Company, states that he had just installed a $5,000 plant, while he carried other stock valued at $7,000. The only insurance he carried

Ruins of the Scott-Bathgate Building, Winnipeg, after the fire of Feb. 15.

(Continued on page 34.)

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

The retail merchants of St. John, are observing Thursday, February 22, as Dollar Day.

The entire stock of Bourne's confectionery store, Gottingen street, Halifax, was destroyed by fire on February 15.

Damage to the extent of $3,000 was caused to the plant of the North Atlantic Fisheries, Ltd., Halifax, by fire this week.

T. Band D. J. Riley, Charlottetown, are building a new brick store and office building. The building is three stories and basement in height. It is the intention of the owners to have stores and offices on the ground floor, with suites of offices upstairs.

H. W. Cole, Ltd,, wholesale grocers, who suffered considerable loss by fire less than two years ago, again had to contend with a serious fire in their warehouse in Water street, St. John, this week. The damage amounted to several thousand dollars, but the loss was fully covered by insurance.

Unless the Cuban revolution is speedily suppressed, dealers are looking for further advances in sugar, the first effect being an advance of fifteen cents. Advices to the Cuban consul in St. John that vessels must not be cleared for Santiago, would indicate that this port, one of the chief sugar shipping centres, is closed to traffic.

The Retail Merchants' Association, of Moncton, N.B., has elected officers as follows: Honorary President, L. H. Higgins; President, D. A. McSweeney; Vice-President, B. E. Smith; Second Vice-President, J. H. Deroche; Treasurer, W. D. Charters; Secretary, T. B. Price; Executive, L. H. Higgins, B. E. Smith, J. J. Bourgeois, P. H. Fryers, E. A. McSweeney, William Murray.

J. I. Davis & Son, groceries and meats, St. John, who recently opened a branch store in Main street, has found business there so satisfactory that they will close their Princess street store and devote their entire attention to the north end store. Telephone orders and automobile deliveries will keep them in touch with customers in the south end.

Of the forty-eight candidates nominated by the Opposition for the New Brunswick general elections, thirteen are engaged in the grocery business. These include, Fred Magee, E. A. Smith, C. M. Leger, Westmorland county; A. F. Bentley, St. John county; Robert Smith, Sunbury; James Burgess, Victoria county; W. J. Carnworth, Albert county; Andrew McCain, Carleton county; Elwood Burtt, York county; C. R. Leger, J. G. Robichaud, Gloucester; Joseph Gaskill, Charlotte county, and George H. King, Queen's county. T. H. Estabrooks, of Red Rose Tea Co., St. John, refused a nomination owing to the demands of his business The grocery trade is almost as well represented in the Government ranks.

Quebec

J. C. Heon of the Canadian Milling Agency, Victoriaville, spent a day in Montreal, during the week on business.

C. D. Buck, representative in the Cape Breton District of the Robin Hood Milling Co. spent the week-end in Montreal, returning to his territory at the beginning of this week.

F. W. Wallace, secretary of the Canadian Fisheries Association was visiting Ontario last week, attending the meeting of the Sister Organisation at St. Thomas, Ont.

Armand Chaput, of Chaput Fils et Cie, Montreal, has been again slightly indisposed, but is expected back at the helm of business in a few days. In his absence Emile Chaput was on the administrative deck.

George C. Brown representing the Hemingsen Produce Company, of Portland, Oregon, is in Montreal at present at Freeman's Hotel, and will be in the city and district for some little time in the interests of his firm.

Among the many American firms contributing to the Canadian Patriotic Fund was A. Mendleson's Sons Co., manufacturers of heavy chemicals, Albany, U.S.A., whose products enter largely into soaps, and occupy grocery shelves in several special lines.

Joseph Laporte of Laporte Martin et Cie, wholesale grocers, Montreal has returned to business greatly restored in health after a period of ilness and absence for recuperation extending to about a month or more. He is warmly welcomed back by a wide circle of business frineds.

Early on the morning of February 15, fire broke out in the Oxford Provision Company's store, corner of Sherbrooke street and Oxford avenue, Notre Dame de Grace, Montreal. The interior of the store, which has been under the management of Mr. Boileau, was completely gutted, and the contents destroyed by smoke and water, but the apartments above and around, and neighboring stores were saved.

Ontario

W. G. Clark, Odessa, is selling out to W. R. Lake.

Mrs. C. Sauerman, Hamilton, has sold her grocery business.

Henderson & Co., Acton, have sold out to Conway & McLaren.

James Drysdale, Elmvale, has sold his grocery store to J. G. Lillierof.

Mancini and Peters, Timmins, have sold the stock of their grocery store.

P. D. Herbert, Ottawa and Hull, grocer and butcher, has sold his Hull branch.

Andrew F. Johnston, Merlin, has sold the stock of his general store and is removing it to St. Thomas.

Hieland Hancock, assistant superintendent of the E. W. Gillett Company's factory, Toronto, died suddenly recently.

Wolfe Bros., Port Colborne, grocers, have dissolved. F. E. Wolfe continues.

H. R. Burr, Toronto, grocer, has been succeeded by L J. Lahay.

Mennos Snyder, one of the well-known men of Waterloo county, died at Conestogo, where he had for years conducted a large milling business.

A. S. Phillips, grocer, opened a new store at Wyandotte street, Windsor, on Monday, February 19. This will be the fourth "link" in Mr. Phillips' "chain groceries."

The Farmers' Milling Co., Welland, have been incorporated, to conduct a general milling business, to buy and sell all kinds of grain, flour, and seed, and to manufacture all kinds of flour and feeds.

The Quaker Oats Company, which recently took over the plant of the Cereal & Flour Mills, London, are about to undertake work on an addition to cost $100,000. The Quaker Oats Company are now operating the London plant.

The Fort William Grain Co., Fort William, recently purchased a Port Arthur factory building, which is to be converted into a plant for the production of grain-screenings products. Heretofore there has been practically no market in Canada for the residue from the cleaning machinery of the grain elevators. The entire output of the elevators has been purchased by American firms and shipped to Duluth and Minneapolis.

Western Provinces

Wall Bros., Lestock, Sask., have dissolved.

G. C. Robinson, Ruddell, Sask., have sold out.

S. Goldberg, Winnipeg, Man., grocer, has sold out.

I. Rombach, Estuary, Sask., has sold to S. Mindlevich.

S. Mindlevich, Prelate, Sask., has sold to Bay Bros.

Chapples Limited, Fort William, a department store, had a fire recently.

The stock of the estate of Burgoyne Co., Headingly, Man., has been sold to Francis & Francis.

J. J. Ecklund & Son have opened their new store in Medicine Hat.

J. H. Galbraith, Saskatoon, Sask., has sold his grocery business.

Fred Zohner, Hatton, Sask., has been succeeded by A. & J. Jahnke.

Sanders Bros., Hawarden, Sask., have discontinued their grocery business.

Craik Mercantile Co., Craik, Sask., have been succeeded by W. B. Grant.

Farmers' Supply Co., Beadle, Sask., have dissolved. E. J. James continues.

Mrs. Helen Lipshitz, Winnipeg, has sold her grocery business to E. Gilroy.

Jacob Schneider, Calder, Sask., has been succeeded by Farmers' Trading Co.

Feguson & Boyd, North Battleford, Sask., have sold their grocery business to F. E. Fawley.

MacLean Grocery Co., Regina, Sask., have sold their fruit department to Lloyd Fruit Co.

Charles Bros., Winnipeg, have been succeeded in their grocery business by A. F. Higgins Co.

Ferguson & Boyd, North Battleford, Sask., have sold their grocery business to Francis Fowlie.

The grocery business conducted by Laura Lay, Winnipeg, has been transferred back to C. G. Carter.

Geo. I. Wood, Calgary, Alta., has discontinued his grocery business. The stock has been sold to John Irwin Co.

A. E. Scott, president of the Scott-Bathgate Company, Winnipeg, recently returned from a trip to Eastern Canada.

The death took place recently of A. R. Christie, Winnipeg, founder of the old established grocery business of that name, at an advanced age.

Osmond Marrin, buyer for the Jobin-Marrin Co., was among those called upon by the High Cost of Living Commission, now sitting in Winnipeg, to give expert evidence.

The Scott-Bathgate Co., Ltd., Winnipeg, announce that work will commence at once to rebuild their building, which was destroyed by fire last week. The walls were left standing, but the whole inside was destroyed. Everything was covered by insurance.

WHAT ABOUT DIRECT TRADING COMPANIES?

(Continued from page 28.)

per can	.30	.20
Our guaranteed Japan or gunpowder tea	.40	.25
4 lbs. of large meaty prunes	.40	.25
1 can Old Dutch Cleanser	.10	.06

All this sounds promising enough. Any housewife knows that sugar is worth more than $5.00 a hundred. The argument that the immense buying of the firm enables them to sell thus cheaply does not apply in this particular line. Nowhere can sugar be bought at this price. It must consequently be sold at a loss. This being so, the more that is sold the more there will be lost.

The Buyer Not a Free Agent

Moreover the housewife when she comes to buy this sugar at a bargain price will find that she is not exactly a free agent. To get the sugar, she has also to buy, some of "our guaranteed baking powder," or some of "our very fine tea." These goods have no stated value, and it doesn't take an overly bright intellect to see that what is saved on one article is lost on another. Attempts have been made to buy from this firm some article, like this sugar for instance, but in every case there have been good reasons advanced why the order should not have been delivered.

A Questionable Selling Pratice

The idea of the whole concern is that some well-known and reputable lines priced at absurdly low figures, should be made leaders for other lines unknown, their quality problematical, backed only by some vague guarantee of quality that in reality probably is not worth a moment's thought.

The proposition is not one of straight merchandizing. In order to get the articles that you require, you are practically compelled to take others that you do not want and do not require, and which in all probability are not at all up the quality that the customer has been accustomed to use.

On the face of it, despite the glowing tributes that this firm modestly hands itself. It does not seem that we owe any great debt of gratitude to the State of Michigan, for their assistance in putting this concern on its feet.

MANY GROCER BROKERS BURNED OUT

(Continued from page 32.)

was that on stock, and that only at $4,000.

After consuming the Owl Company's stock, the flames ate up the hardware stock of Bissett & Webb, valued at about $20,000. This was fully insured. The second floor was stocked with groceries owned by Hamblin & Brereton, who represented the Vinoila Toilet Co., Brown & Polson's, etc., and estimated at $10,000. Boxes and other inflammable goods on this floor gave the flames an impetus, which was accentuated by the Canadian Chewing Gum Company's stock on the third floor, which stock is estimated at $5,000. D. Campbell had also a small stock of furniture on this floor, and G. B. Thompson a small stock of manufacturers' supplies.

Floors Covered With Merchandise

All the five floors on the east side of the building were fully stocked with almost everything in the grocery line. F. D. Cockburn, on the second floor, had a very valuable stock of toilet soaps—a consignment from the John Taylor Co., of Toronto; a stock of cocoa from Epp's, England. Mr. Cockburn also represented the Pugsley-Dingman Co., of Toronto; the William Simmons Co., of Market Harboro' and carried considerable consignments of stocks for these firms. An estimate of $10,000 is considered for all these stocks moderate. On this side also the Cowan Co., of Toronto, had a large stock of cocoa and chocolate.

The Scott-Bathgate Co. announce that they will rebuild.

ACCOUNTING FOR RETAIL MERCHANTS

(Continued from page 24.)

—into matters of the livest, most vital significance. And when you do this, when you become expert in thus deriving the meaning from your work, you will find your ledger the most absorbingly fascinating book you can get hold of.

This, then, is the final paper on this System of Bookkeeping, except that I have a few letters to handle. I hope there may be many more, for that will indicate that I have stirred you up a bit—that the work has been worth while. So I trust you will write me a volley of questions.

I said a while back that you could use the Harvard Sheets if you prefer them, or have them in use now. I think it will be apparent to you how you can post to them from the Journal as simply as you can to the Ledger. If it is not clear, I shall be glad to show you.

OTTAWA RETAIL MERCHANTS' BANQUET

The Ottawa Retail Merchants' Association are holding their annual banquet in the Masonic Temple on March 1. They have for the guest of honor on this occasion Sir Wilfred Laurier. It is confidently expected that this banquet will be a more than usually great success.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SUGAR is holding in an uncertain market at the advance recorded last week. From all accounts the revolution is still in progress on the Island of Cuba, and some of the centrals have had to close through shortage of labor. Even a temporary cessation of work when the grinding season is on would greatly curtail production. Flour held steady during the week, but millfeeds advanced. Millers are able to get their shipments through from the West better now. The railroads have lifted the embargo partially and are now permitting them to ship in the proportion of one hundred pounds of flour to thirty pounds of feeds.

Tea held steady in a firm market and there is strong probability there will be higher prices than those now prevailing. Of the dried fruits, prunes are in strong market and advances are anticipated in this commodity in the near future. Cooked meats are all in firm market, with a good demand reported. Compound lard regained its position of strength after a temporary weakness noted last week. Live hogs were easier during the week. Butter is in firmer tone and new-laid eggs are not coming in sufficient supply to meet the demand. Live chickens and hens are in good demand. There have been advances in numerous lines during the week, among them might be named condensed and evaporated milk, table and bulk salt, molasses in tins, soap chips, soups, bath bricks, lantern globes, lamp chimneys, sulphur, sardines, soda biscuits. There have been further advances in potatoes and onions. Halibut is in firm market with higher prices quoted. Business has continued exceptionally good.

QUEBEC MARKETS

MONTREAL, Feb. 20.—Business has been reported better of late in this district, but commercial travellers in Quebec Province have been most seriously hampered by train cancellations, and inconvenience to retailers depedent on their visits has no doubt resulted. The general tone of the markets keeps very firm. Lent brings with it the special demand for fish, but difficulties of shipping frozen fish are very great, and have been noted by many concerned. Flour remains steady with a firm undertone. Feeds have advanced. Potatoes and many vegetables show the strongest possible market tendency, also some of the imported lines of the fruit and vegetable trade. Provisions and kindred products are in firm but not excited market though an undoubted scarcity of hogs is firming up the market for the future. Eggs are now scarce as regards the storage grades, and short on new laids. Teas are tremendously firm, and wholesalers note advances of from 2 to 4 cents per lb. on Gunpowders and Young Hysons, also black teas. Japans are not so much affected. Imported mustard is up a cent a pound. Wholesale grocers note a ten per cent. advance in lamp chimneys which advanced in the summer of last year by about the same percentage.

Sugar in Demand Following Advance

SUGAR.—Last week's advance in sugar was rather unexpected, and followed the exciting factor of a revolutionary disturbance in Cuba. This trouble still persists, and there have been broken and uncertain reports from the Island as regards conditions there. Latest reports were that the United States authorities have the matter well in hand, but figures as regards production of sugar were incomplete, the centrals in the interior of the Island being behind with their reports owing to the prevalence of the trouble. Anxiety exists still as to the possible amount of damage done to sugar milling machinery which might retard production, and shorten supply. The reports of a bumper crop of cane are correct, but the production seems short for some reason and so much depends on weather and outside affecting factors that to predict a huge supply of sugar this year would be dangerous prophesying. Other sugar supplying countries have no surplus this year and if Cuban supplies are below expectations there will be no superabundance, perhaps even a shortage. Following the rise in prices last week there was a rush for supplies lest the market should rise any further, and this coming on the top of the railway congestion has given refiners in Montreal a very busy time indeed. The market was showing rather weaker tendencies at the time of writing, but reduction in price was not figured on by those in closest touch.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 45
Acadia Sugar Refinery, extra granulated	7 35
Wallaceburg sugar	7 35
Special icing, barrels	7 45
Yellow, No. 1	7 05
Powdered, barrels	7 55
Paris lumps, barrels	8 05
Crystal diamonds, barrels	8 05
Assorted tea cubes, boxes	8 05

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs, and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Coming Into Better Demand

CANNED GOODS.—Prices on new crop California asparagus are about ten per cent. in advance of the quotations of last year to the wholesaler, and demand for this class of canned vegetable is very much increased of late. It seems that asparagus occupies a better relative position as regards price in the range of canned goods when prices of canned goods have been so high. There has been noted by several wholesalers of late an increasing demand for all the canned goods, and the Lenten season will certainly stimulate the call for all classes of canned fish foods. As the canned goods market has been very dull lately the revival of consuming interest in it is welcomed. Prices, it is thought will not go higher in any hurry, except in special instances such as the matter of milks recently advanced as noted last week.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 90	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Evaporated Apples Scarce on Market

Montreal

DRIED FRUITS.—The scarcity of evaporated apples continues, and prices are advanced by half a cent a pound this week. The dried fruit market is still rather dull in tone, but with firmness always present. New crop prunes are being offered at firm prices very early in the season and it is of course not known what sort of crop may be expected. One large firm of wholesalers in the city noted an advance of a cent a pound on Oregon prunes. The various imported dried fruits from the European side of the Atlantic are in short supply and sharply firm market. There have been many disappointments in arrivals of these goods, and slow deliveries are the rule even when the shipments are safely transported. Raisins from California are coming into the limelight under present conditions, and the markets are interested in prospects of good supplies of these.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	0 11½	0 12½
Apples, choice winter, 50-lb. boxes	0 11½	0 12½
Apricots (old crop)	0 18	0 19
Slabs	....	0 19
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11¼
Peaches, choice	0 12	0 13
Pears, choice	....	0 15
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanish (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 12¼
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 12

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Firmer Tone Still To Molasses Market

Montreal

MOLASSES.—There is a very firm tone to the molasses market in Montreal at present though the prices will not be found altered as yet in the city. Demand is very eager, and embargoes have been making arrival of new crop shipments very uncertain. The growers are holding out for rather higher prices now and this further strengthens the impression that molasses may go to higher prices to the retailer in Montreal markets before the real influence of the new crop can be felt in relief. The syrups are still in very firm market also, and demand keeps good. Transportation troubles are vexing in this direction also. Outlook at present is for high priced maple syrup though new crop may be plentiful. Estimates of new crop maple syrup are however, not available as yet for the tapping season is not yet opened of course, and will not be for quite a month yet.

	Prices for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 25
5 lb. tins, 1 doz. in case, case	3 65
10 lb. tins, ½ doz. in case, case	3 55
20 lb. tins, ¼ doz. in case, case	3 50
Barrels, about 700 lbs.	0 04½
Half barrels, about 350 lbs.	0 04¾
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 70
3 gallon wooden pails, 38½ lbs. each, per pail	2 40
5 gallon wooden pails, 65 lbs. each, per pail	3 70
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 75
5 lb. tins, 1 doz. in case, per case	4 15
10 lb. tins, ½ doz. in case, per case	4 05
20 lb. tins, ¼ doz. in case, per case	4 00

Nuts Are In Scarce Supply And Firmer

Montreal

NUTS.—Only a repetition of the troubles of last week attends the market for nuts this week. Supplies are very scarce, and those consumers who count on nuts as a portion of Lenten fare will find prices high. The retailer has to pay high for almost every kind of nut at present, even the homely ordinary peanut being is in firmer market (due partly to its use as an oil-production source in these days of exeessively high priced vegetable oils). Small shipments of nuts are being brought into Montreal by devious railway routes, via Boston for instance, and small packages to meet urgent market needs have come in by express. Under present conditions it is costing from $15 to $20 per ton more to ship such goods into the city from the congested yards of New York where many nut consignments are still tied up.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

Canadian Beans Are Needed, But Not Found

Montreal

BEANS.—Importation of foreign grown beans, while the markets favor the Canadian product, is still likely to be required in large amount to meet demand. Beans are decidedly scarce and firm. Canadian beans are especially scarce and firm. It is believed that Canadian hand-picked beans are practically off the market, and few large firms are sufficiently stocked up in these at present. It is also believed that there are not so very many beans still held by Canadian farmers or they would be tempted forth by the prevailing high prices. This points to the importation of more beans if they can be secured in qualities to satisfy.

Beans—		
Canadian 3-lb. pickers, per bushel	7 20	7 54
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Rice Shows a Rise In Two Directions

Montreal

RICE AND TAPIOCA.—News has reaehed Montreal that Vancouver riee has been advanced 25 cents per 100 lbs. So far this has not greatly affected Montreal markets, but the tendeney to firmness is very mueh more marked now as regards rice. One large wholesale firm, however, has advanced the priee of Carolina Rice by half a eent a pound, making it $8.00 to $8.50 per 100 pounds. The market for tapioca eontinues to show every indication of extreme firmness owing to the difficulty of bringing new supplies into the eountry, and further beeause there is a growing tendency on the part of the eonsuming publie to appreeiate the value of tapioca as a food. Prices in Montreal remain as quoted but firm.

Rangoon rice, per 100 lbs.		4 30
"Texas" Carolina, per 100 lbs.		7 00
Real Carolina, per 100 lbs.	8 00	8 50
Patna (fancy)		7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	0 10	0 10½

Cocoa in Steady Market Demand

Montreal

COCOA.—Cocoa prices remain unchanged this week though there has been a little firmness of market of late for cocoa butter and this important commodity sometimes affects the price of the powder which is praetically a by-product of the cocoa-butter industry. Transportation difficulties also affect the importation of the beans, but the chances of increased prices on cocoa are not greatly altered. There has been of late an increased demand for cocoa, and

the prospect of increased cocoa consumption during Lent and while tea prices are soaring, offers quite a market opportunity for the retailer at present.

Cocoa—	
1 lb. tins, per doz.	4 60
½ lb. tins, per doz.	2 40
¼ lb. tins, per doz.	1 25
"10-cent" tins, per doz.	0 90

Coffee Still Quiet in Price and Market

Montreal—

COFFEE.—The market for coffee remains in the same rather dull and uneventful state of last week's experience. Demand is normal in the countries where coffee goes according to the kindly order of things before the war. The Central Empires are cut off from their coffee supplies, and the primary markets are glutted with plentiful crops which stored up, are improving with age, and promising good coffee for a long time to come unless some untoward fate befalls the huge stocks. Prices keep at the same levels to the retailer, but with the advancing price of teas there are hints that demand for coffee may increase a little.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Tea Markets Keep Extremely Firm

Montreal

TEA.—Retailers are rapidly realizing the fact that teas have taken a considerable jump. Those who have wisely watched the market reports in CANADIAN GROCER and noted the steadily approaching firmness develop into actual firmness and then decided price changes upwards are not in the plight of a number of others whom the wholesale tea merchants find now standing regretfully on the wrong side of the price barriers that have arisen between them and supplies on which they might have been reaping comfortable profits. Many stocks seem to have run low, and many retailers seem to have overlooked in the business of stock-taking the need for ordering early to secure tea supplies at the former prices. Now it is a case of first come first served, and prices having set in firm, and held firm for a period of seven days or more, are likely to go even higher. Prices of the teas quoted are again shaded up of necessity, for the lower scales of price are off the market, and the biggest package tea merchants are buying teas at the prices quoted below which fact should indicate the market trend very clearly to the retailer. It is believed that tea will go considerably higher yet, but this is a matter of opinion. The firmest market applies to black teas, and the market for Japan teas has experienced a brisk renewal of demand since the advances in black teas. China greens are available now only in smallest supply if at all. Freights have shown a tendency to advance for the forthcoming crop of Japan teas.

Pekoe Souchongs, per lb.	0 32	0 34
Pekoes, per lb.	0 33	0 36...
Orange Pekoes	0 35	0 40..

Peppers and Spices May Shortly Advance

Montreal

SPICES.—Black pepper advanced fully a couple of cents in New York during the past ten days, but the market in Montreal does not immediately respond to New York's movements. Eventually, however, the great primary market causes which make peppers rise on the American market will prevail upon the Canadian markets also, and there can be no doubt whatever that peppers are in for higher prices. Both the white and the black peppers will be advanced before long. Cloves are very scarce in New York market at present, but certain shipments are on the way through by unsafe sea routes. Nutmegs are in quiet but firm market. Cinnamon is in stronger demand, and shorter supply. Gingers also are in dwindling supply with steady demand draining stocks. The situation as regards all spice seeds, carraways, etc., is very acute indeed, and serious shortages may occur before long. Advances in spice prices may be expected almost any time now. The market has been very slow to reach the higher levels considering primary market conditions, but is moving faster now.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 19	—0 23
Cassia	—0 25	—0 27	—0 37
Cayenne pepper	—0 28	——	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—45 to 50c.			
Ginger (pure)	—0 20	——	——
Ginger, Cochin	—0 25	——	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 28
Mace	—0 80	——	—1 00
Nutmegs	0 40—0 60	—0 45	—0 80
Peppers, black	—0 30	0 87—0 95	—0 40
Peppers, white	—0 37	1 17—1 22	—0 39
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 20—0 22	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)	....	0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	....	0 25
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole	....	12-15

Still the Potato Soars Up In Price

Montreal

FRUIT AND VEGETABLES.—Once again the humble necessary "spud" boards its 1917 aeroplane for a record flight in price altitude. This week potatoes reached $3.50 per bag, and the markets gazed in astonishment, asking how much higher the sky-rocketing spud would ascend. Retailers have to exercise extra patience with the consuming public for the problem of the potato and its aristocratic price becomes exasperating, and once again the daily press and "housewives' league" officials breathe the threat that potatoes shall be banished from the bill of fare until they come down to ordinary earthly levels again. There is no doubt that a scarcity exists, and that American demands on the New Brunswick product have accentuated the shortage. Boston lettuce has also advanced in price this week. California celery is up. Parsnips have gone to $1.50 a bag, an advance of 25 cents. Spanish onions are scarcer, in fact they are all but off the market. Florida tomatoes are disappointing, due to frost no doubt, and are selling at advanced cost, $5.50 per crate. Old cabbage is now $5 per barrel, and new cabbage (New York) $5.50 per crate. Red onions have also advanced this week by 50 cents a bag.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	1 60	3 00
Oranges (Floridas)	3 00	3 25
Oranges (Calif.)	....	3 50
Lemons	2 50	3 50

Apples—	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	8 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 50
Russets	7 00	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (California) crate	....	10 00
Onions, red, per bag (75 lbs.)	....	4 00
Onions, Spanish, per crate	....	7 00
Onions, Spanish, ¼ crate	....	2 50
White onions, per bag (100 lbs.)	....	6 00
Potatoes, per bag (80 lbs.)	....	3 50
Carrots, per bag	....	1 25
Beets, per bag	....	1 25
Parsnips	....	1 50
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	2 00
Tomatoes, bothouse, lb.	....	0 25
Tomatoes (Florida), per crate	4 00	5 50
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	5 00..
Cabbage (new) New York crate	....	5 50
Cranberries (Cape Cod), barrel	....	13 00
Beans, U.S. wax, basket	....	9 00
Beans, U.S. green, basket	....	9 00
Leeks, per doz. bunches	....	3 00
Parsley, doz.	....	1 25
Mint, doz.	....	0 50
Watercress, doz.	....	0 50
Rhubarb, per doz.	....	1 50
Eggplant, per doz.	....	3 00

Lobster is Price King in Fish Trade

Montreal

FISH.—With the opening of Lent, the fish trade is exceedingly active, and prices as a rule are rather tending to advance with a very few exceptions. The weather is the best that could be expected for the sale of frozen fish, though it has its disadvantages also. These are connected with the transportation of supplies to the country districts, the distribution being retarded rather seriously by severe weather. In fact the position has been getting serious for the wholesale trade in view of getting supplies sent out to customers in the country in time for Lenten trade. Of course demand just at present is mostly directed towards frozen fish, but a large turn-over of pickled and preserved fish has been experienced also, and no doubt there will be an exception-

ally large consumption of fish of all kinds between now and Easter. As previously reported frozen lake-fish keep scarce. It seems, however, that the situation as regards halibut and salmon has improved as far as volume of supply is concerned. Haddock will be scarce though the scarcity will be relieved by the fishing of fresh haddock which promises to be better for the future, and fairly good from now on. Lobsters have reached this year the top-notch of price record, and are quoted at 60 cents a pound wholesale. Bulk and shell oysters are coming in a little more freely this week. The weather has improved, and normal conditions seem to have been restored on the oyster fishing grounds.

SMOKED FISH		
Haddies	0 12	0 13
Haddies, fillet	0 16	0 18
Digby herring, per bundle of 5 boxes		1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		9 00
Salmon (Labradmor), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		16 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 50
Codfish (Boneless), Blocks "Ivory" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 60
Prawns, Imperial gal.		3 00
Shrimps, Imperial gal.		2 50
Scallops		3 00
FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.		.09
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 09	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00
FRESH FISH.		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	....	0 08½
Carp	0 10	0 11

ONTARIO MARKETS

TORONTO, Feb. 22.—During the week there have been a number of price changes in the upward direction. Flour held steady, but millfeeds have been advanced two dollars per ton. Mills are able to get their shipments through from the West in better quantity now, the railways having lifted the embargo to the extent of allowing them to ship mill-feeds in the proportion of one hundred pounds of flour to thirty pounds of feed. Some brokers are looking forward to the British Government being in the buying market for wheat in the near future, when they anticipate prices of wheat will again move to higher levels, with the strong probability that flour will move upward also. Sugar prices have held steady, with a slight weakening recorded in the raw sugars during the week in New York. From all accounts the revolution is still in progress in Cuba. Business in this district has been most gratifying during the week.

Upward Course of Raw Sugar Arrested for Time

Toronto

SUGAR.—For the present, at any rate, the upward course of Cuban raw sugars seems to have been arrested. Last week the market under the influence of revolutionary outbreaks in Cuba advanced over a half cent per pound for Cuban raws. During the first part of the week declines in the value of raw sugars to the extent of 3-16c per pound were recorded from the high point reached under the influence of disturbances. This may be a temporary setback, or it may be permanent, depending largely on the duration of the revolution in the Island of Cuba. In the absence of definite news as to the progress of the revolution there can be but little positive conjecture. The market is an uncertain one, and there are few who will venture a positive opinion as to the way it is likely to go. It is a significant fact, however, that sales of raw sugars were made in New York at prices below the high mark. At last cable advice there were 182 centrals grinding in the Island, but, due to the absence of cable information, nothing definite is known at the time of writing as to the state of production. One report said that no less than three centrals had suspended operations owing to the shortage of labor caused through the insurrection. Sales to the wholesalers and retailers have been heavy in the face of the advancing market. Total stocks of sugars in all hands in the United States on February 14 were 162,733 tons, as against 84,383 tons last year at that time. These stocks are fairly heavy, and in the face of a decreased export of sugars by 69,174 tons since the first of the present year as compared with last year, there is ground for believing that the needs of the United States can be taken care of for some little time, since the present rate of meltings is at the rate of 36,000 tons per week.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 53
Acadia Sugar Refinery, extra granulated	7 43
Dominion Sugar Refinery, extra granulated	7 43
Yellow, No. 1	7 13
Special icing barrel	7 73
Powdered, barrels	7 63
Paris lumps, barrels	8 13
Assorted tea cubes, boxes	8 13

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 25c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 35c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 1/2c under extra granulated. Dark yellow is sold 25c below No. 1 yellow.

Condensed Milk and Salt Again Advance

CONDENSED MILK, SALT, SOAP CHIPS.—A third advance within four weeks has been put into effect on the Borden brands of condensed and evaporated milk and condensed coffee. On all the brands of condensed milk of this company the advance has been 25c per case, with the exception of the Eagle brand, where the advance has been 30c per case. On the evaporated milks the advance has been 25c per case in each instance, with the exception of the small sizes in St. Charles, Jersey and Peerless, where the advance has amounted to 10c per case. In the condensed coffees and cocoas the advance has also been 25c per case, with the exception of the small sizes, in which there has been no higher prices recorded. Table salt and bulk salt have registered considerable advances during the week. On the small sizes of bags, with 120 bags to a barrel, the advance has been 55c; on 100 bags to a barrel the advance has been 60c; on 60 bags to a barrel the advance has been 40c; 42's have advanced 35c; 30's have advaneed 40c, and 15's have increased 25c per barrel. Package salt has advaneed 10c per case. On barrels and sacks of coarse salt there have also been advances, the new prices being as follows:—280-lb. barrels, fine $1.25, coarse $1.45; 200-lb. sacks, fine 80c, coarse, 95c; 140-lb. sacks, fine 59c, coarse 67c; 100-lb. sacks, fine 44c, coarse 51c; 50-lb. sacks, fine 25c, coarse 30c. On dairy and cheese salt there has been an advance of 5c per barrel on bags and saeks and 1c advanee on the 50-lb. saeks. Soap chips have made another advance of 1/2c per pound, Guelph now selling at $6.25 per barrel, and XX Dingman's at $8 per barrel. Pnre parehment paper has also advaneed 10c per ream, now being sold at 70c and 75c per ream.

Soda Biscuits and Soups Quoted Higher

SOUPS, BATH BRICKS, LANTERN GLOBES, CHIMNEYS, SULPHUR, LOBSTERS, BISCUITS. — Advances have taken place in a number of lines during the week. All makes of Canadian biscuits have been advanced 1c per pound, with bulk now selling at 11c per pound. Campbell's soups have been quite generally advanced 15c per dozen. Some of these lines of soups have been withdrawn with the intimation that other lines may be withdrawn in the near future. New prices on bath bricks provide for an increase of 20c per case.

Lantern globes are quoted higher by 10c per dozen, the range being now from 70c to 75c. Lamp chimneys have also advanced from 40c to 60c per case. Prices on Magic Baking powder are still withdrawn, the question of price being still an open one. Sulphur has advanced 25c per bag. Canadian sardines are very scarce, it being almost next to impossible to procure them. Those obtainable are quoted at $5 and $5.25 per case. Canned lobsters give promise of opening at high prices as compared with last season's quotations. There is a strong probability they will open in the neighborhood of $1.90 per case for one-quarters and $3.15 to $3.25 for half-pound tins. Last season the opening prices were $1.75 for quarters and $2.85 for halves.

Molasses in Tins Advanced 50c Case

Toronto

MOLASSES AND SYRUPS.—During the week gingerbread molasses in 2-lb. tins advanced 50c per case of two dozen, now making the selling price $2.75 per case. This follows a firmness in the market for bulk molasses, which seems to point to higher prices in this commodity. Bulk molasses is comparatively scarce in the face of a big demand. Syrups have held steady during the week, but there is a firmness in corn syrups owing to the difficulty of getting corn from the United States to operate the factories.

Corn Syrups—		
Barrels, per lb.		0 04½
Cases, 2-lb. tins, 2 doz. in case		3 25
Cases, 5-lb. tins, 1 doz. in case		3 65
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, lb., 5¼c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, half barrels, gal.	0 42	0 44
West India, 10-gal. kegs	....	0 50
West India, 2-lb. tins, 36 in case	....	3 50

Canned Goods Held Steady During Week

Toronto

CANNED GOODS.—The market during the week held steady, with a fair consumption of corn, peas, beans and other commodities of a substantial nature. Canned salmon continued to find good sale through consumptive channels. Tomatoes are holding their own well, but this is due largely to the fact that stocks are comparatively light and they are not causing the wholesale much alarm at the present stage.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	3 25
½ flats, cases 8 doz., per doz.	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb talls	1 75	1 80
Cohoes, ½-lb. tins	0 95	1 00
Cohoes, 1-lb. talls	2 40	2 50
Red Springs, 1-lb. talls	2 35	2 75
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	....	1 35
Asparagus tips, doz.	2 75	3 00
Corn, 2's, doz.	1 50	1 60
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 35	2 75
Do., 1s, doz.	....	1 45

Indications Point To Higher Prune Prices

Toronto

DRIED FRUITS.—The prune market is developing considerable strength Buyers in the Eastern United States are carrying the lightest stocks they have for some years. Owing to the presence of stocks that should have arrived in the New York market some time ago, and found their way into consumption long before this, there has been a steadying factor in the market in Eastern points. Embargoes have operated to hold these goods up and so curtail the consumption. As soon as these stocks are exhausted and buyers will have to get into the market again, there is very strong probability that there will be higher prices. Local importers can secure prune stocks from the New York market at cheaper prices than they can buy them at West Coast primary points. In those districts prune stocks are firmly held in a few strong hands. Figs are in firm market also, some of the local importers having made an advance of 10c per cent. during the past week. Fig prices are now 20 per cent. higher than the opening prices of about six weeks ago. There is every indication there will be higher prices in this commodity by next fall.

Apples, evaporated, per lb.	0 12½	0 13
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	3 10	3 25
Dromedary dates, 3 doz. in case	3 85	4 00
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 05½	0 06½
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-50s, per lb., 25's, faced	0 12½	0 12¾
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lb., 25s, faced	0 09½	0 11
80-90s, per lb., 25's, unfaced	0 11½	....
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 10½	0 11
Valencia, Spanish	0 10½	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Unable to Buy Teas In London Market

Toronto

TEAS.—The tea market locally continued to be an active one. Prices at which tea has been sold locally is comparatively low when compared with prices that have prevailed in the London market. As a matter of fact, local importers are unable to get tea in the London market, and can only get it from the Indian and Ceylon markets by bringing it direct from Colombo or Calcutta. This condition is unusual. Advances locally have not been equivalent to the advances abroad. Stocks of teas in this market have been moving freely. Quotations held steady during the week, but everything points to higher teas locally, even if they do not advance any higher in the markets abroad. Houses that have been inquiring for prices for direct shipment from Colombo and Calcutta by way of Hong-Kong and Vancouver have received word that dealers there will take orders only on an open price, subject to conditions at time of shipment. Importers are inquiring for a positive price. In London the first of the week teas were quoted steady in price. Reports from Calcutta and Colombo state the British Government is discouraging the shipment of teas, and for that reason the auctions have been closed at those centres. Lipton's package teas advanced during the week 5c per pound to the consumer and in the neighborhood of 4c per pound to the retailer.

	Per lb.	
Pekoe Souchongs	0 35	0 37
Pekoes	0 36	0 40
Orange Pekoes	0 37	0 40
Broken Pekoes	0 37	0 40
Broken Orange Pekoes	0 40	0 45

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movements.

South American Freights Higher by 20 Per Cent.

Toronto

COFFEE.—Notification of the advance of 20 per cent. in freight rates with South American ports has had the effect of giving some firmness to the coffee markets. However, there are fairly heavy stocks of coffee held in the United States, and this will act as a steadying factor. Locally there are fairly heavy stocks of coffee also. With the higher prices prevailing for teas, coffee dealers are anticipating that such a circumstance may have a beneficial effect on the coffee trade, although it is early yet for any such developments to take place. Demand locally has been good and prices have held steady.

Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Cream of Tartar Active; Carraway Very Scarce

Toronto

SPICES.—In the New York market high prices prevailed for cream-of-tartar during the week, and this is having the effect of giving a firmness to the local market. Prices at New York in some instances were quoted as high as they are being sold by the local whole-

sale trade. Carraway seeds are also in very firm market, and in some quarters locally have advanced 10c per pound. Pickling spice has also been moved up 3c per pound by some dedalers. Cloves, coriander seed, peppers are all in firm market, and advances would not come as a surprise.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	....	0 25
Peppers, white	0 38	0 42
Peppers, black	0 28	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	....	0 25
Carraway seed, whole	0 65	0 75
Cream of Tartar—		
French, pure	0 48	0 50
American high test	0 53	0 55

Wholesalers Inquiring For Nuts For Next Season

Toronto

NUTS.—With the recent difficulty to obtain nut supplies for the Christmas and holiday trade fresh in mind, wholesalers have already started to work to make provision against such an occurrence for next season. In consequence, in some instances they have been inquiring for quotations from importers on old crop nuts, which are still held in Europe. They realize that with present transportation facilities they would stand no chance whatever of getting supplies in time for the holiday trade at the end of this year if they left ordering until their usual time, and waited for the new crop nuts to come in before getting delivery. Stocks of nuts are very light locally. Trade in this commodity has been light and prices are unchanged.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 17½
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	5 75
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	0 26	0 33
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Tapioca is Higher; Rice Market Firm

Toronto

RICE AND TAPIOCA.—Following the advance in the price of tapioca made by importers last week of 1c per pound, there has been a movement toward higher levels on the part of the wholesalers, there being an advance of ½c to 1c per pound quite generally. The situation in tapioca points to still greater firmness. Rice is also in firm market. In the Southern United States the planters are holding their stocks for higher prices, and seem in a fair way to realize their hopes. There is furthermore a good export demand for rice from the producing centres of the South, but a steadying factor is the dearth of shipping facilities. There is a firmness in rices from the Far East owing to the higher prices being realized there and the advance in freight rates. Locally prices have held unchanged.

Rangoon B, per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 10½	0 12

Lima Beans Move Toward Higher Levels

Toronto

BEANS.—There has been a movement toward higher prices in Lima beans during the week, and quotations are ½c to 1c up. In the local market they are scarce, and there is a disposition to look for higher prices owing to the firm situation in the primary market in California. Freight embargoes are also operating to cause a scarcity. There is a good demand for Lima beans locally. Ontario beans are also a scarce commodity, very few being offered by the producers. Prices for the latter have held steady.

Ontario, 1-lb. to 2-lb. pickers, bush.	7 00	7 50
Rangoon, per bushel	6 90	6 00
Japanese, per bushel	....	6 00
Limas, per pound	0 10	0 12

Starch Products Firm; Difficult to Get Corn

Toronto

PACKAGES.—There is a firmness in the market for starch products owing to the difficulty experienced by manufacturers to get their supplies of corn from the United States. Embargoes on the railways are causing a great stringency. It is understood that some of the plants of one concern have been closed on account of this difficulty. Package cereals held steady during the week, with a continued good demand.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	....	4 00
Rolled oats, round regular 2-lb. size, case	1 35	1 60
Rolled oats, square case	4 75	4 85
Shredded wheat, case	....	3 60
Cornstarch, No. 1, pound cartons	....	0 08½
No. 2, pound cartons	....	0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Labrador Herring and Frozen Halibut Are Up

Toronto

FISH AND OYSTERS.—There has been a scarcity of halibut at the West Coast and higher prices have prevailed there. In consequence, prices are firm and quoted up to 17c and 17½c per pound locally. There has been a good demand from local wholesalers in anticipation of the Lenten demand for fish. The price on halibut this week represents an advance of 1½c to 3c per pound. Chicken halibut is quoted at 15c per lb. Labrador herring in kegs is also quoted higher by 25c per keg in certain quarters. Demand for fish of all kinds is reported good.

SMOKED FISH.		
Ciscoes, per lb.	0 14	0 15
Haddies, per lb., new cured	0 12½	0 13
Haddies, fillets, per lb.	0 17	0 18
Kippered herring, per box	1 60	2 00
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
PICKLED AND DRIED FISH.		
Labrador herring, keg	4 50	4 75
Labrador herring, barrel	8 75	9 00
Salt mackerel, kits	2 25	2 60
Quail on toast, lb.	....	0 10
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 17	0 17½
Chicken halibut, per lb.	....	0 15
Cohoe salmon (red), frozen	0 14½	0 15
Qualla salmon (pink), frozen	0 10	0 11½
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	0 10	0 11
FRESH LAKE FISH.		
Pike, lb.	0 08	0 08½
Whitefish, lb., frozen	0 12	0 13
Goldeyes, lb.	0 07	0 08
Herrings, frozen	0 05½	0 06
Tullibees, lb.	0 08	0 09
Yellow pickerel	0 12	0 13
Smelts, No. 1, lb.	0 13	0 14
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Sbell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Potatoes Advance 75 Cents Per Bag

Toronto

VEGETABLES.—An advance of 75c per bag in the price of New Brunswick potatoes now makes the price from $3.75 to $4 per bag. They are becoming increasingly scarce and hard to get. Now that prices are high, there seems to be eager inquiry for them. Onions also continue to soar in price. Spanish onions in crates are a scarce article, and those that are on the market are quoted at $8 per crate, which represents an increase of 50c to $1.50 per crate. British Columbia onions are higher in price by 50c to $1 per 100-lb. sack, and Ontarios are quoted $1 per 75-lb. sack higher. All onions are very scarce, and still higher prices seem certain. Beets are quoted 25c per bag higher in certain instances; carrots are 10c per bag higher; parsnips are firm at $2.25, and turnips are also firm at 85c to $1 per bag, which is an advance of 10c per bag. Vegetables of all kinds are scarce. California artichokes are now off the market, and green string beans in hampers are so high in price that they are prohibitive. California cauliflower is quoted up 50c per box.

Beets, bag	2 00	2 25
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, bothouse, doz.	2 50	2 75
Cauliflower, Cal., 18 to 24 in box	4 00	4 50
Carrots, bag	1 65	1 85
New, dozen bunches	....	1 00
Celery, California, case	8 00	8 50
Florida, half case	4 00	4 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Per pound	....	0 20
Florida head lettuce, hamper	4 00	4 50
Mushrooms, 4 lbs.	2 25	2 75
Onions—		
Spanish, crate, 120 lbs.	....	8 00
B.C. onions, 100-lb. sack	8 00	9 00
Ontario onions, 75-lb. sack	....	7 50
Green, per bunch	....	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	3 75	4 00

Sweet Jerseys, hamper	2 25	2 50
Parsnips, bag	....	2 25
Green peppers, doz.	....	0 60
Tomatoes, Florida, 6-basket carriers	5 00	6 00
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	....	0 75
Turnips, yellow	0 85	1 00

Apples Are Scarcer; Higher Prices Prevail

Toronto

FRUIT.—There has been an upward tendency in apples during the week, the lowest priced obtainable being $4.25 per barrel for No. 3's, as compared with $3.25 last week. No. 1 Spys have also been moved upward, and No. 2 Spys have advanced $1 per barrel. California navel oranges are firmer in price, being quoted 25c higher than last week. Cuban grapefruit is slightly easier in price for some of the larger sizes, being quoted at $2.75 to $3.25 per case. Pineapples are scarce at the present time, there being practically none on the market. Shipments of fruit have been slow in arriving, and distribution has been retarded owing to the situation on the railways. Marmalade oranges have not yet arrived, but are expected to reach the market in the near future.

Apples—		
Barrel	4 25	8 00
Spys, No. 1	7 50	8 00
Spys, No. 2	....	6 50
Boxes, American	2 35	2 75
Boxes, B.C.	2 00	2 75
Bananas, bunch	1 25	2 00
Cranberries, bbl.	10 50	11 00
Do., 45-lb. box	....	5 00
Boxes, 28-qt.	3 25	3 75
Oranges—		
Cal. Navels	3 00	3 50
Floridas, per case	....	4 00
Tangerines, Florida, case	....	3 00
Grapes—		
Spanish Almeria. small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 75	4 25
Grapefruit, Cuban	2 75	3 25
Lemons, Cal., case	3 50	4 00
Messinas, case	3 75	4 00
Rhubarb, doz. bunches	1 00	1 25
Strawberries, 1-qt.	0 50	0 65

MANITOBA MARKETS

WINNIPEG, February 21.—A most important event as far as the wholesale merchant is concerned, was the Scott-Bathgate fire. Not only does the Scott-Bathgate Co. represent a large number of important eastern houses but their building housed several other grocery brokers. Altogether they probably represented the products of twenty-five or thirty Eastern, British and American manufacturers. In several cases, the fire consumed stocks of goods which it will be difficult to replace at all. On the other hand, supplies of a number of lines were already on their way from the East. All the brokers affected have found new premises in other parts of the city, and were ready for business again in the early part of the week.

After last week's report was written the raw sugar market showed signs of firmness, and before many days Canadian refiners were compelled to advance their quotations 15c. per cwt. This brought the price up to a basis of 8.15, and has had the effect of stimulating buying a little.

Sugar Firm Again; Canadian Refined Up

Winnipeg

SUGAR.—The market advanced to a basis of 8.15 for standard granulated last week following a strengthening of the raw sugar market. Brokers would not be surprised to see another advance, as American refined went up 25c last week.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 15
Extra ground or icing, boxes	9 00
Extra ground or icing, bbls.	8 70
Powdered, bbls.	8 60
Powdered, boxes	8 80
Hard lump (100-lb. case)	9 10
Montreal yellow, bags	7 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 20
Halves, 90 lbs., per cwt.	8 30
Bales, 20 lbs., per cwt.	8 30
Powdered, 50s	8 85
Powdered, 25s	9 10
Icing, barrels	8 85
Icing, 50s	9 05
Cut loaf, barrels	9 05
Cut loaf, 50s	9 25
Cut loaf, 25s	9 50
Sugar, British Columbia—	
Extra granulated sugar	8 15
Bar sugar, bbls.	8 20
Bar sugar, boxes, 25s	8 60
Icing sugar, bbls.	8 30
Icing sugar, boxes, 50s	8 50
H. P. lumps, 60-lb. cases	9 00
H. P. lumps, 25-lb. boxes	9 25
Yellow, in bags	7 70

Higher Corn Syrup Is Being Predicted

Winnipeg

SYRUP. — Wholesalers are being warned of an impending advance in corn syrup, made evident by a very high corn market. Molasses continues very high, but has undergone no change.

B. C. Cane Syrup—	
2-lb. tins, 2 doz. to case, per case	4 10
5-lb. tins, 1 doz. to case, per case	4 70
10-lb... tins, ½ doz. to case, per case	4 40
20-lb. tins, 3 tins to case, per case	4 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal	0 70
New Orleans, ½ bbls., gal	0 46

Currants Move Slowly; Heavy Buying in Prunes

Winnipeg

DRIED FRUITS.—It looks as though prunes are going to be very high for some time to come. Future prices named in California are on a basis of 1¾c. over last year's opening prices. There has been a big demand, and the market advanced about ¼c. Most retailers seem fairly well loaded up with prunes, as they have been warned by the wholesalers of impending advances, and have taken precautions. The market for dried apricots continues very firm, and they are quoted at 19-19½c. There are few currants selling in Winnipeg; women are not willing to pay 19c for currants when they can buy raisins at about half the price.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	0 11½	0 12½
Apricots—		
Choice, 25's	0 19	0 20
Choice, 10's	0 19½	0 20½
Pears—		
Choice, 25's	....	0 12½
Peaches—		
Choice, 25-lb. boxes	....	0 10
Choice, 10-lb. boxes	....	0 10½
Currants—		
Fresh cleaned, Australian, lb.	....	0 19
Amalias, Greek, wet cleaned	0 18	0 18½
Figs—		
Coking Figs	....	0 07½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	2 00
Raisins, California—		
16 oz. fancy, seeded	....	0 11½
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 09
40 to 50, 25's	....	0 11¾
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

Lima Beans Now 10½c. Manchurians Up Too

Winnipeg—

DRIED VEGETABLES. — Winnipeg wholesale houses have been putting their prices up on dried beans, both Japanese and Manchurian. The latter opened on this market at a very low figure, but have been making big strides lately, especially since stocks of fancy Japs became more or less exhausted. It is difficult to get a quotation on Japanese beans, but some idea can be gathered when it is stated that Manchurians are bringing 5.95 per bushel. Lima beans have been soaring in the primary markets, and local houses have put up their quotations; most houses are getting 10½c. to-day for limas, and it would cost close on that to bring them in. In the pea market there is nothing startling.

Beans—		
Japanese, white beans, bushel	....	6 00
Manchurian, bushel	....	5 95
California Lima Beans—		
80-lb. sacks	....	0 10½
Barley—		
Pot, per sack, 98 lbs.	4 60	4 70
Pearl, per sack, 98 lbs.	6 60	6 65
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	3 60	4 00

Further Advance in Eastern Package Tea

TEA.—As evidence of the strong market, an Eastern house, who put the price of their package tea up two weeks ago, have again advanced their price, the basis to-day being 38-39½c.

CANNED GOODS.—As evidence that those holding tomatoes should have no ground for fear, a broker draws attention to the fact that American opening prices were named last week, and in the case of tomatoes and corn were higher than a year ago, and contiued to go up. After the opening, buying was so heavy that tomatoes advanced 25c. over this year's opening prices and the latter were 30c higher than opening prices a year ago. Corn opened 35c over a year ago, and went up 5-10c. later. There is little activity in Winnipeg, and little evidence of price-cutting just now.

(Continued on page 44.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 20.—Sugar has advanced 15c per hundred and further advances are anticipated. Lima beans are being quoted at 12¼c per pound. Ridgway's package teas have been advanced 8c per pound. A car of Petaluma new-laid eggs arrived last week which sold in the neighborhood of $15 per case. To-day a car of Oregon new laid eggs arrived and were quoted at $13 per case. The price of eggs has advanced to 50c per dozen. Vegetables have been gradually climbing to higher levels and quotations on some are as follows: Onions $5 per sack, cabbage $6 per barrel, carrots $2 per bag, beets $2.25 per bag, turnips $1.50 per bag. Table salt in barrels has been increased in the neighborhood of 80c per barrel.

CALGARY:		
Beans, small white Japan, lb.	0 08½	0 10
Flour, No. 1 patents, 98s, per bbl.	....	9 20
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 20
Rice, Siam, cwt.	....	**4 75**
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1 Ontario, large	....	0 27
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	13 50
Bacon, smoked backs, lb.	....	0 27
Bacon, smoked sides, lb.	....	0 27
Eggs, new-laid, dozen	....	0 50
Eggs, storage, case	11 00	12 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall, case	5 00	5 50

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Feb. 20.—The evident seriousness of the revolution in Cuba has caused sugar to take a jump upward of 15c per hundred, the basis for granulated sugar being now $8.60 per hundred. The market is very firm and further advances are looked for. In the local flour market there has been an advance of 10c per barrel, first patents now selling at $9.40. Storage eggs, extras, are now selling at 45c per dozen and No. 1 storage at 40c. Dairy butter is being quoted at 32c per pound with No. 2 dairy butter at 30c. The coal shortage in the East with consequent effect on salt refining is causing interest in the West and prices are expected to be higher for this commodity. Business throughout the Edmonton district has been especially good since the first of the present month. Wholesalers report city and country collections quite satisfactory.

EDMONTON:		
Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	....	9 20
Molasses, extra fancy, gal.	....	0 77½
Rolled oats, 80s, basis	....	3 40
Rice, Siam, lb.	....	**0 04½**
Sago and Tapioca, lb.	0 09	**0 10**
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1, Ontario, large	....	0 26
Butter, dairy	....	0 32
Butter, No. 2 dairy, lb.	....	0 30
Lard, pure, 3s, per case	....	13 50
Bacon, smoked backs, lb.	....	0 26½
Bacon, smoked sides, lb.	....	**0 26½**
Eggs, storage, extras	....	0 45
Eggs, No. 1 storage	....	0 40
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	**5 50**
Raspberries, 2s, Ontario, case	....	**5 50**
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case	....	13 50
Salmon, pink, talls, case	....	5 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 20. — Market changes during the week nearly all show an upward tendency. Cotalene, however, shows a decline and is down 3/8c, which follows an advance of 15c on February 14. The sugar market has held firm at $8.29 and another advance is anticipated. Cornmeal is higher at $3.85 for bails. Lima beans have advanced to 11½c and an advance is expected in other lines of beans. Spices are showing a tendency toward higher prices, some lines having already gone up. Salt is 50c per barrel higher. Lamp glasses have advanced 50c per case. Lard has taken a considerable jump upward and is now quoted at $13.40 for 3's. Biscuits are all up 1c per pound. Soups have advanced 25c per case and tapioca is quoted 1c up at 9¾c per pound. Many of the recent advances have been due to the higher cost of tins.

REGINA—		
Beans, small white Japan, bush.	....	5 75
Flour, No. 1 patents, 98s, per lb.	....	9 30
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 50
Rice, Siam, cwt.	....	**4 35**
Sago and tapioca, lb.	....	0 09¾
Sugar, pure cane, granulated, cwt.	....	8 29
Cheese, No. 1, Ontario, large	....	0 27
Butter, creamery, lb.	....	0 42
Lard, pure, 3s, per case	....	13 40
Bacon, smoked sides, lb.	....	0 30
Bacon, smoked backs, lb.	....	0 28
Eggs, new-laid	0 50	0 60
Eggs, storage, No. 2	....	0 40
Tomatoes, 3s, standard, case	....	4 35
Corn, 2s, standard, case	....	3 55
Peas, 2s, standard, case	....	2 60
Apples, gals., Ontario	....	**2 10**
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 75
Peaches, 2s, Ontario, case	....	3 75
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall, case	6 60	6 75
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid	....	0 50
Eggs, storage	0 40	0 42

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 20.—The feature of the past week has been the persistent advance in the price of potatoes. Almost any variety is now finding a ready market at $55 with the better varieties quoted at $65 per ton. All root vegetables are high in price. Wholesalers decline to make any fixed prices on spices, teas and coffees. Sugar, pure cane granulated, is now quoted at $8.10 per hundred pounds. First patents Manitoba flour is quoted at $9.70 per barrel in car lots. Japanese beans are scarce, none being offered in fact. Pure lard in 400-lb. tierces is quoted at 21½c per pound. Fresh-made creamery butter is quoted at 49c to 50c. New laid eggs in cartons are quoted at 44c to 45c per dozen, while new large cheese is quoted at 27½c per pound.

VANCOUVER, B.C.—		
Sugar, pure cane, granulated, 100 lbs.	8 10	....
Flour, first patents, Manitoba, per bbl., in car lots	9 70	....
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	....	....
Rice, Siam, per 100 lbs.	....	....
Beans, Japanese, per bushel	....	....
Potatoes, per ton	55 00	60 00
Lard, pure, in 400-lb. tierces, per lb.	0 21½	....
Butter, fresh made creamery, lb.	0 49	0 50
Eggs, new laid, in cartons, per dozen	0 44	0 45
Cheese, new large, per pound	0 27½	....

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 20.—The difficulty attendant upon getting shipments by rail is causing jobbers in this district serious trouble. Some shipments from Toronto have taken as much as a month to arrive. This makes ordering difficult and is responsible for frequent shortages in stocks, but otherwise trade conditions are good. Sugar shows a net advance of 10c per hundred, standard granulated now being quoted at $7.55 to $7.60, United Empire at $7.45 to $7.50, bright yellow at $7.35 to $7.40, No. 1 yellow at $7.15 to $7.20. Arrivals of new crop molasses has caused an easier tone to the market with the re-

(Continued on page 44.)

FLOUR AND CEREALS

Flour Market Steady Feeds Are Advanced

Montreal

FLOUR AND FEEDS.—Wheat market conditions are still rather unsettled, and flour prices remain steady still at the time of writing, with always the firmness of undertone, which hints at higher prices rather than lower for flour. It is remarked by leading millers that the fact that flour has held steady during the extraordinary period of embargoes and transportation difficulties is a sure indication of the strength of the market, and the suggestion is made that once the railway difficulties are at an end the market will see higher-priced flour again, and an actively strong market. Just at present business, while improving, is still hampered seriously by embargoes, and the reason for the embargoes is believed to be something of Imperial importance, and not merely coal shortage, car shortage, and the difficulties due to snow. The embargo affecting shipments to Ontario is reported lifted this week, but Montreal is still cut off, and the shipment of goods out of Montreal as well as into Montreal is heavily hampered. Feeds are still firmer this week, and some lines have advanced in price. Oats are a shade easier in price, but the market is fluctuating towards firmer again. To obtain straight cars of feeds is the problem of the consumer, and demand is greater than supply. The inactivity of mills in the West due to embargoes has brought about an intensification of the feed shortage, and the difficulty of moving goods contributes to the trouble.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 60	9 80
Second patents	9 10	8 90
Strong bakers	8 90	8 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
990 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	35 00	38 00
Shorts	36 00	38 00
Special middlings	42 00	43 00
Feed flour	51 00	52 00
Feed oats, per bushel	....	0 72

Firmer Tone Noted As Regards Cereals

Montreal

CEREALS.—The slightly easier tone in package cereals which prevailed last week is showing some indications of vanishing into firmness again. Cornflour is higher in price by 10c a bag. Barley, peas, and oatmeal are firm. Rolled oats, rolled wheat, and wheatlets are all firm also. There is still a scarcity of rye flour, due to the pressure of embargoes. Some anticipation of increased consumption of cereals during Lent, and consequent strengthening of demand towards spring, is suggested, and the tendency of the market is towards firmness.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	6 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 40
Cornmeal, yellow, 98 lbs.	....	3 40
Graham flour, 98 lbs.	....	4 55
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 25
Oatmeal, granulated, 98 lbs.	....	4 25
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	3 25	3 50
Rolled wheat, 100-lb. bbls.	....	6 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 55
Wheatlets, 98 lbs.	....	4 80

Expect Buying Of Wheat for Military

Wheat in Firm Market During Week—Seaboard Now Being Cleared and Buying May Develop

Toronto

FLOUR.—There has been a gradual working toward higher levels in the wheat market during the week. On Tuesday of last week No. 1 Northern cash wheat at Winnipeg closed at $1.68⅜ while on Tuesday of this week it closed at $1.75¼. Throughout the week there was an inclination toward higher levels with the exception of Wednesday of last week when it was quoted down almost 1c from the previous day. With wheat holding at the present level of $1.75¼ flour is in a fairly strong position. Should there be buying of wheat by Great Britain in the near future it is anticipated that wheat will go to higher levels. It is stated by grain men that the seaboard ports are becoming cleared of stocks of wheat that have accumulated there and that in all probability there will be buying on behalf of the British Government as soon as shipment can be taken care of. In the domestic flour trade the position is not improved any. Railways will not take anything for shipment that does not apply on contracts for the British Government. Government orders are given the preference. From the Canadian West the milling companies are in better position with respect to shipments, the railways having so far relaxed their embargo as to allow them to ship in the proportion of 100 pounds of flour to 30 pounds of millfeed. This is improving the position in Eastern Canada and helping out eh feed situation. The milling concern that recently was compelled to close their mill at Goderich because of an embargo has been informed that the embargo is lifted there. They are again in operation but at the time of writing the railways had been unable to furnish cars so that their position was little better than it was previously. There were promises, however, that cars would be forthcoming. Ontario winter wheat held steady with a firmness developing. Demand has been steady.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 80	9 00
Ontario Winter Wheat Flour—		
High pttents	8 60	8 80
Second patents	8 20	8 40

Corn Cereals Firm; Rolled Oats Strong

Toronto

CEREALS.—Although there has been considerable price cutting in rolled oats during the week, some quotations being given as low as $3 per 90-lb. bag, still there was a disposition to firmness in the market. Some firms in fact increased their price 10c per bag during the week. Standard oatmeal developed some strength in sympathy with rolled oats. Corn flour and yellow cornmeal are in firm market as a result of the difficulty in getting supplies of corn from the United States. Indications point to higher prices in these commodities. Demand has been better.

Barley, pearl, 98 lbs.	6 50	7 00
Barley, pot, 98 lbs.	4 85	5 25
Beans, prime	6 75	7 25
Buckwheat grits, 98 lbs.	6 75	7 00
Corn flour, 98 lbs.	3 40	3 50
Cornmeal, yellow, 98 lbs.	3 15	3 25
Graham flour, 98 lbs.	4 50	4 50
Hominy, granulated, 98 lbs.	2 90	3 00
Hominy, pearl, 98 lbs.	3 15	3 25
Oatmeal, standard, 98 lbs.	4 00	4 25
Peas, Canadian, boiling, bush.	3 95	....
Rolled oats, 90-lb bags	3 65	3 75
Rolled wheat, 100-lb. bbls.	4 75	5 25
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 50	4 60
Wheatlets, 98 lbs.	4 75	5 00

Millfeeds in Strong Market Go Up $2 Ton

Toronto

MILLFEEDS.—Millfeeds in mixed cars advanced $2 per ton during the week and bran is now quoted at $35 in mixed car lots and $37 per ton in small lots. Shorts are quoted at $38 in mixed cars and $40 in small lots. Feed flour in mixed cars is quoted at $51 and $52 and $2 higher in small lots. There is an enormous demand for feeds of all kinds, far beyond the output of the mills in fact. There are rumors that navigation on the Great Lakes is likely

to open earlier than usual this year which would help out greatly in releasing more cars that are now utilized entirely in the all-rail route. Millfeeds are all in strong market.

Mill Feeds	Mixed cars ton	Small lots ton
Bran	35 00	37 00
Shorts	38 00	40 00
Feed flour	51 00	53 00
Ontario oats, outside points	0 63	0 65

Stocks of Flour in the Country Are Low

Winnipeg

FLOUR AND CEREALS.—There was more activity to wheat last week than the week before, but even at that trading has been rather narrow. Nobody seems in a position to forecast even the immediate future as far as the wheat market is concerned; and this no doubt accounts for the lack of trading to a large extent. The consensus of opinion seems to be that the Imperial Government will continue to be the largest purchaser of wheat. Country merchants visiting the city state that flour stocks in the country are low, and that millers may expect considerable activity in flour in the early spring months. Farmers, it seems, did not load up with flour during the winter as they did last year. Rolled oats is still bringing 2.80 to 3.00, with considerable business doing. Millers report considerable sales for war purposes, and this has had a tendency to stiffen up the oat market. Feeds are still firm with eastern buyers clamouring for deliveries. In this connection, the traffic situation is worse, if anything, although the railway companies are making strenuous efforts to clean up congestion in the East.

Flour—		
Best patents	....	9 00
Bakers	....	8 50
Clears	....	8 10
XXXX.	....	6 90
Cereals—		
Rolled oats, 80 lbs.	2 80	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 00
Oatmeal, 98's	....	4 00
Feeds—		
Bran, per ton	....	28 00
Shorts, ton	....	30 00
Middlings, ton	....	36 00
Mixed chop, ton	....	42 00

WEEKLY GROCER MARKET REPORTS

(Continued from page 41.)

Potatoes Take a Jump; Florida Stuff Still High

Winnipeg

FRUIT AND VEGETABLES.—The chief topic of interest this week has been the scarcity of potatoes, the price of which has jumped considerably, owing, it is said, to the bigger demand. While the retailer is having to pay 1.25 to 1.35 in car lots, one of the big department stores is able to offer them to the public at 1.25. It follows that the retailer who buys in 10 bushel lots will have to pay 1.40 up. Brussels sprouts are getting scarce, and the price is too high to bring them in. Turnips are higher, and retailers are paying in some cases 60c. a bushel. Difficulty getting Florida fruits and vegetables continues, and all lines from that State are high. Grapefruit are costing the dealer 5.50 and 6.50. There have been some poor ones offered, but dealers report the arrival of good stock from Florida. Winc Saps and Rome Beauties are harder to get, and fresh stock will bring higher prices than those quoted during the past two or three weeks. There are very few cabbages offering on this market. Strawberries continue high at 70c.; Florida oranges are not being offered. Sweet potatoes are also off the market.

Brussels sprouts, lb.	....	0 25
Manitoba potatoes, 10-bushel lots	....	1 20
Manitoba potatoes, carlots, bush., f.o.b. Winnipeg	....	1 00
Celery, Cal., doz.	....	1 50
Carrots, bushel	....	1 00
Turnips, bushel	....	0 50
Onions, per cwt.	....	4 50
Cabbage, per cwt.	....	4 10
Cauliflower, Cal., case	5 00	5 00
Head lettuce, Cal., doz.	....	1 75
Head lettuce, Florida, hamper 5 doz.	....	5 50
Imported mushrooms	....	0 90
Sweet potatoes, hamper	....	5 00
Tomatoes, Florida, basket	....	1 50
Fruits—		
Oranges, navel, case	3 00	3 25
Oranges, Florida, box	3 00	3 25
Oranges, bitter, Palermos, case 200	....	7 00
Oranges, bitter, Japanese, case 60 lbs.	....	3 50
Lemons	....	5 00
Grape fruit	4 50	5 50
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	5 50	6 00
Ontario apples, No. 3	....	4 50
Jonathans, Washington, box	1 75	2 25
Wine Saps, box	2 00	2 25
Rome Beauties, box	....	2 00
B.C. McIntosh Reds, No. 1	....	2 25
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 00
Pears, D'Anjou, box	....	4 50
Strawberries, box	....	0 70
Bananas, lb.	....	0 05½

Halibut Advanced to 15c. Plenty of Lake Fish

Winnipeg

FISH AND POULTRY.—Fish appears to be fairly plentiful now, with the single exception of halibut, which has been scarce for several weeks now; dealers have put their prices up on halibut, which is now bringing 15c. Lake fish is now arriving in greater supply. With the beginning of Lent this week, there has been a bigger demand. There appears to be plenty of finnan haddie, selling at 13½c. lb. There is very little doing in poultry, this being off season.

Oysters, Imperial gallon	3 00
Whitefish	0 10
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17
Sea herring	0 07½

WEEKLY REPORTS BY WIRE

(Continued from page 42.)

sult that this commodity is quoted lower at 59c to 60c. Cornmeal is firmer at $2.65, per bag, representing an increase of 15c. Eggs have again registered an advance, new-laids now being quoted at 50c to 55c, with eggs in cases at 45c to 48c. Pure lard has advanced and is now quoted at 22¾c to 23c per pound. American clear pork has again advanced and is now quoted from $44 to $45, an advance of $1. Canned salmon is in firm market with cohoes quoted up 25c, per case at $9 to $9.25, while chums are quoted at $5 to $5.25, which represents an advance of 25c also. California navel oranges are selling at higher prices, the range being from $3.25 to $4.50 per case. Potatoes are in an advancing market, now being quoted at $5 to $5.50 per barrel, which represents an increase of 50c per barrel. Onions stocks are very low and those that are left are being quoted at $8 to $8.50 per 100-lb. sack.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Manitoba	....	10 50
Ontario	....	9 55
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 65
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 50	0 60
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00
Beans, yellow-eyed	6 85	6 90
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 55	7 60
United Empire	7 45	7 50
Bright yellow	7 35	7 40
No. 1 yellow	7 15	7 20
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 26	0 26½
Eggs, new laid	0 50	0 55
Eggs, case	0 45	0 48
Roll bacon	0 25	0 26
Breakfast bacon	0 27	0 28
Butter, dairy, per lb.	0 38	0 41
Lard, pure, lb.	0 22¾	0 23
Lard, compound	0 17¾	0 18
American clear pork	44 00	45 00
Beef, corned, 1s	2 80	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Cohoes, case	9 00	9 25
Salmon, Chums	5 00	5 25
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 11¼
Raisins, fancy, lb.	....	0 12
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	....	0 10
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11¾	0 12
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	....	5 50
Oranges, Cal., box	3 25	4 50
Grapes, Malaga, keg	6 00	7 00
Grapefruit, per case	....	4 50
Potatoes, bbl.	5 00	5 50
Onions, per 100-lb. bag	7 00	7 50

LARGE PACKING PLANT WILL LOCATE AT CHATHAM, ONT.

The City of Chatham, Ont., on Tuesday of this week passed a by-law granting an eleven-acre site, valued at $5,500, to the Libby, McNeil & Libby Company of Canada, thus bringing the Canadian branch of this large American firm to their city. In the passage of this by-law the company was also granted a fixed assessment of $5,500 for a term of ten years.

PRODUCE AND PROVISIONS

Hogs In Better Supply, But Firm

Montreal—

PROVISIONS.—Conditions in the provision market this week are in all principal respects similar to prevailing conditions of last week. The arrival of Lent has had some effect as regards demand of course, but there is still a very firm condition of market for all provisions, and lard and shortening remain in good request. The firming tendency is maintained in all lines of pork products, and the market indications are towards higher prices. The winter run of hogs from the farm seems to be already on the wane. This means that the supply has begun to run low from six weeks to a couple of months earlier than usual, and with shortage of supply firmer prices are expected. Live hogs were selling this week at $15.50 to $16 per 100 lbs., and dressed were at $21.50 to $22 per 100 lbs. Prices are only a shade higher than they were last week, but the level was maintained by rather better supplies arriving. Last week railway congestion seriously affected the arrival of country produce, and supplies were scanty. This week, while quality is but little improved, if at all, quantity of deliveries was better. Prices of pork products are as quoted last week.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 26	0 27
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 29	0 30
Roll, per lb.	0 22	0 23
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19	0 20
Long clear bacon, small lots	0 19½	0 20½
Fat backs, lb.	0 18	0 19
Cooked Meats—		
Hams, boiled, per lb.	0 38	0 39
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¼	0 21½
Tubs, 60 lbs.	0 21¾	0 22
Pails	0 22	0 22¼
Bricks, 1 lb., per lb.	0 23	0 23¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17½	0 17¾
Pails, 20 lbs., per lb.	0 18¼	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18¾

Poultry Market is Steady in Tone

Montreal—

POULTRY.—Market conditions as regards poultry are a little quieter this week, supplies not being very plentiful as yet from the country, and storage stocks being low. Prices keep very firm, though not high in comparison with other flesh foodstuffs. Demand is normal, but may experience a falling off during Lent, which will tend to maintain prices at the levels of the present quotations. Railway conditions in the country districts are still rather against the free supply of shipments of produce, but are improving a little.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb..	0 25	0 30
Old roosters	....	0 20
Roasting chickens	0 25	0 27
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Storage Eggs Are Off; New-Laids Few

Montreal—

EGGS.—The supply of cold storage eggs in Montreal has at last reached the stage of practically complete exhaustion. Any eggs now in storage are held rigidly to meet demand of regular customers, with previously expected and notified requirements to take care of. There are none left for the market otherwise. Supplies of Canadian new-laids are coming along, but not fast enough. Buyers in Montreal are compelled to replenish their low stocks from Chicago, and the market there is quoting 40c to 41c. It is expected, however, that there will be heavier deliveries during the incoming week, and consequently rather easier prices. A shading down in the price of Canadian new-laid eggs is noted this week, storage eggs being off the market.

Eggs—		
New laid	0 55	0 58

Butter Arrivals Come in From West

Montreal

BUTTER.—There was some fairly heavy buying of butter in Montreal towards the opening of Lent, prices paid by retailers ranging around 44c and 44½c for fine September creamery grade. Stocks have been running low of late, and the business done supplies the market for Lenten requirements. Western butter has been coming on the market and commanding prices of from 37c to 38½c, with some at 40c, and as high as 42c for butter from the Middle West. This Western butter from the Prairie Provinces has swelled the arrivals of butter on the Montreal market considerably. Arrivals for the week ending Feb. 17 were 1,512 packages, as compared with only 739 packages for the corresponding period of last year. Prices to the retail trade for the present week are unchanged from last week's quotations:

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Cheese Market in Montreal is Quiet

Montreal

CHEESE.—In Montreal for the time being there is little local market interest in cheese. The prices quoted last week are still prevalent on the market, and demand is fair for supplies of cheese to meet retailers' requirements. Some Lenten acceleration of demand may be looked for, but the main interest in a large way in cheese lies across the ocean, where Canadian cheese is commanding very high prices, and proving in great demand as a most nourishing food for the troops.

Cheese—		
Large, per lb.	0 25½	0 26
New, twins, per lb.	0 26	0 26½
Triplets, per lb.	....	0 26½
Stilton, per lb.	....	0 28½
Fancy old cheese, per lb.	....	0 28½

Honey Advances in Price and is Scarce

Montreal

HONEY.—Once again, and rapidly following last week's advances, the market for honey takes a still firmer tone. Prices are again advanced this week by a full cent a pound for all gardes and qualities. Demand is strong, the excellent food value of honey being recognized at this season, when the keen marketer studies to spend money where it will produce the most in body-building and energy-developing nourishment. Honey in these respects is exceptionally rich and, therefore, economical buying.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 12½	0 13
Buckwheat, 60-lb. tins, per lb.	....	0 12
Clover, 5-10 lb. tins, per lb.	....	0 15¼
Clover, 60-lb. tins	....	0 14½
Comb, per section	0 18	0 19

Meats Are Firm; Hogs Drop Again

Compound Lard Has Returned to Recent Higher Prices—Live Hogs Quoted 75c Below Last Week.

Toronto

PROVISIONS.—Live hogs reached the local market in fairly good quantity during the latter part of last week and as a result the price of live hogs was easier the first part of the present week. For fed and watered hogs the price paid by packers is 75c below that of last

week, making the quotation now $14 per hundred. Off cars they are quoted 25c higher than fed and watered hogs. At f.o.b. points the price is $13.25. Dressed hogs are quoted 50c to $1 per hundred higher. The price of all meats held firm with a good demand. Compound lard regained some of its strength during the week and the temporary weakness noted last week when the price was ½c down has vanished and prices are quoted up to the point of two weeks ago. Pure lard on the tierce basis is quoted from 21¼c to 21½c per pound and compound is selling at 16¾c to 17¼c. Lard prices are very firm. Stocks are light and there has been a big demand during the past week. There has been a lot of inquiry from points all the way to the Coast. The receipts of hogs are expected to diminish and with a firmness in the United States market also firm prices are expected to maintain for lard.

Hams—		
Medium, per lb.	0 26	0 27
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 29	0 30
Boneless, per lb.	0 32	0 34
Bacon—		
Breakfast, per lb.	0 27	0 29
Roll, per lb.	0 22	0 22½
Wiltshire bacon, per lb.	0 25½	0 26
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19	0 19½
Long clear bacon, smal lots	0 20	0 20½
Fat backs, lb.	0 21	0 22
Cooked Meats—		
Hams, boiled, per lb.	0 36	0 38
Hams, roast, per lb.	0 36	0 38
Shoulders, boiled, per lb.	0 31	0 32
Shoulders, roast, per lb.	0 31	0 32
Lard—		
Pure tierces, 400 lbs., per lb.	0 21¼	0 21½
Compound, tierces, 400 lbs., per lb...	0 16¾	0 17¼
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	$20 00	$21 00
Live, off cars	....	14 25
Live, fed and watered	....	14 60
Live, f.o.b.	....	13 25

Creamery Butter Firmer, With Prices Up 1c Lb.

Toronto

BUTTER.—There is a firmness in the butter market during the week owing to the slightly decreased production and to the firmness in the market in the United States. Creamery butter has in consequence increased 1c per pound. Consumption has not yet increased and until this takes place there will be a retarding effect on the upward tendency of the market. Creamery prints, fresh made, are quoted up to 43c and 45c per pound and creamery solids at 42 to 43c.

Creamery prints, fresh made	0 43	0 45
Creamery solids	0 42	0 43
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 33	0 34

Few Cars of Western Eggs All That Remain

Toronto

EGGS.—A few cars of Western Canada eggs is all that remains of storage stocks at present, and of these there is not over a couple of cars. Storage stocks are at low ebb both in Canada and the United States. Just at the present time Ontario is looking to the Chicago district for supplies of new-laids as they are not coming fast enough to supply the demand from the Ontario district. Some wholesalers are entirely cleaned out of storage eggs. There is an inclination to look for lower prices in eggs as soon as more favorable weather sets in. Prices have been very erratic during the past week, commission men changing their prices very frequently.

Eggs—		
New laid, cartons	0 55	0 57
No. 1 storage, ex-cartons	0 46	0 47
Selects, extra	0 47	0 49

New Cheese Expected to Open at High Figure

Toronto

CHEESE. — Commission men anticipate that new cheese will open at a high figure at the factories this spring, some giving it as their opinion that the boards would sell in the neighborhood of 25c per pound. Demand has been fair locally. In Great Britain cheese prices are at record levels, in one instance being quoted as 303¼c for some American cheese. The Government has commandeered all of the output of the New Zealand factories and this has put a premium on remaining stocks of American and Canadian cheese. Prices held steady during the week.

	Per lb.	
Cheese—		
New, large	0 26½	0 27
Old, large	0 27½	0 28
Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.		

Live Chickens and Hens Higher in Price

Toronto

POULTRY.—There is a better demand for live chickens and hens and in consequence dealers have increased the price they have been paying by 2c per pound. The demand for storage fowl is continuing and considerable quantities are going into consumption. Dressed fowl are in consequence not as eagerly sought by commission men as live.

	Live	Dressed
Spring chickens	0 18	0 20
Spring chickens, crate-fed	0 20	0 22
Hens, over 4 lbs.	0 18	0 19
Hens, under 4 lbs.	0 16	0 18
Old roosters	0 15	0 17
Young ducks	0 17	0 20
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24
Prices are those paid at Toronto by commission men.		

Steady Demand For Honey, With Prices Firm

Toronto

HONEY.—There is a good demand for honey with prices holding steady. Commission men anticipate there will be sufficient supplies to carry along until the new crop maple syrup comes in when there will be a shifting of the demand to this commodity. There has been a heavy consumption of honey during the past season and prices have held up well even in the face of one of the best seasons so far as production is concerned

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75

Ontario Cheese Jumps; New-Laids Bring 55-65c

Winnipeg

PRODUCE AND PROVISIONS.—The run of hogs during last week was heavier than in the previous week, yet prices underwent a marked advance, opening at the beginning of the week at 13.50, and advancing to 13.75, at which figure they were slightly weak. The future is very indefinite, depending to a great extent on the submarine warfare. If it continues, the market is liable to decline. Pure lard has taken a jump, and is now quoted on a basis of 21c for tierces, this being an advance of half a cent. Eggs are very scarce, and what is left of Canadian storage stocks are being sold at 39-41c for No. 1 candled, and 42-43c in cartons. There are very few new laids on the market, and these are bringing 55-65c per doz. There is a scarcity of Ontario cheese, and prices have advanced to 27½c, and went as high as 28c in some cases.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.	....	0 25½
Large, per lb.	....	0 24
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.	....	0 29
Backs, regular	0 24	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 18
Barrelled Pork—		
Mess pork, bbl.	....	32 00
Lard, Pure—		
Tierces	....	0 20½
20s	....	4 12
Cases, 5s	....	12 90
Cases, 3s	....	13 05
Lard, Compound—		
Tierces	....	0 16¼
Tubs, 50s, net	....	8 25
Pails, 20s, net	....	3 37
Butter—		
Fresh made creamery, No. 1, cartons	....	0 43
No. 1 storage	....	0 42
Fresh Eggs—		
New laids	0 50	0 55
Extras in cartons	....	0 45
No. 1 candled	....	0 38
Cheese—		
Ontario, large	....	0 27

It is understood that the A. Macdonald Company are making preparations to open a branch in British Columbia. Two weeks ago, W. P. Riley, the president, returned to Winnipeg after visiting Vancouver, and it was rumored then that he had secured an option on the business of Leeson-Dickie-Gross Co., Ltd. Early last week the deal had not been put through, but it was understood that the business would be taken over unless some unforeseen hitch took place.

Fruit Well Displayed is —fruit half sold

THE California Fruit Growers' Exchange has a most attractive plan to assist every grocer to win first prize in your Fruit Window Display Contest. We have, ready to send you, beautiful window cards and hangers. And the combination of these handsome decorations and artistic suggestions with the still greater attractions of luscious, juicy and wonderfully sweet California Sunkist Oranges, will easily win for you the first lap of the race.

Sunkist Oranges are now being advertised far more extensively and intensely than any other fruit, and this advertising is creating a widespread and ever-increasing demand for the Oranges which are carefully selected and packed by 8,000 growers who are jealous of their trademark "Sunkist."

Sunkist

Uniformly Good Oranges

We are making it possible for dealers to increase their sales on Sunkist Oranges and we are paying almost all the cost.

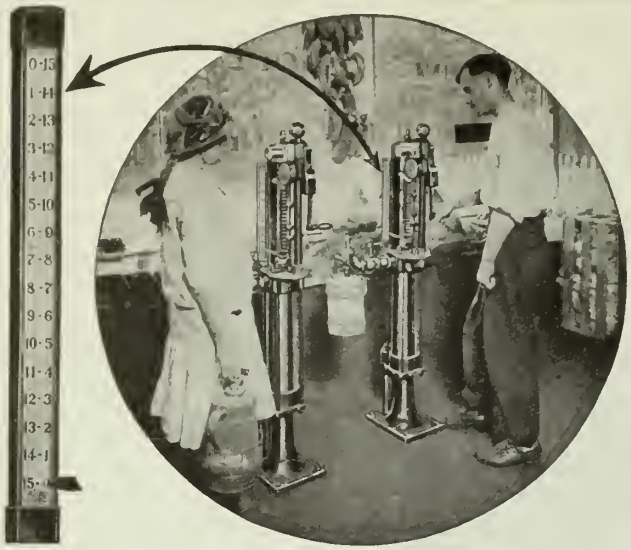
Let us tell you how to profit by our plan.

Begin to cash in on Sunkist Oranges—To-day is the time to write us for *free* display cards and hangers for your windows and store.

California Fruit Growers Exchange
A Co-Operative, Non-Profit Organization
of 8,000 Growers
Los Angeles, California

Vancouver Winnipeg Mont eal Toronto Calgary Regina

If any advertisement interests you, tear it out now and place with letters to be answered.



Avoid Costly Guessing!

You wouldn't think of running your store without using a refrigerator, cash register or computing scales—but this would be just as logical as being without means of accurately measuring the kerosene you sell.

Customers come in with cans of various sizes, you fill them up and charge for an even quart, half-gallon, etc., even though the cans may hold a great deal more than what you charge for.

Did you ever stop to consider how much you are losing in this manner?

BOWSER ESTABLISHED 1885

Self-Measuring Outfits

solve this and many other important problems.

But this one point alone would make a Bowser Outfit a paying investment in your store.

Look at the illustration of the Computer shown above—you hang the customer's can on the pump nozzle and when the can is filled an indicator points to the *exact* selling price of the oil delivered. Your customers receive no more nor less than they pay for and you receive *all* of the profit due you.

Then there are the numerous other advantages gained through the use of a Bowser—convenience, cleanliness, safety, etc.

You can easily pay for a Bowser with what it's costing you to do without it.

Write to-day for detailed information—no obligations incurred.

S. F. BOWSER & COMPANY, Inc.

Engineers, Manufacturers and Original Patentees of Oil Handling Devices

TORONTO ONTARIO

Sales Offices in all Centres — Representatives Everywhere.

"A STITCH IN TIME"—

to those about to build

You know that your friends who have built homes wish that they had done something else or something different, in order to have secured better results. The little or big errors made in

choosing a site, an architect, a builder, a design, a style, a plan

and so on, have cost many times the price of the book which they could have had for $1.50 ($1.65 when sent by mail)—the book entitled

BUILDING A HOME

By Desmond and Frohne, editors of **The Architectural Record.**

And if you are going to build this year or in some near year, you will find the advice and help of this book invaluable. Its price pales away when its real value to you is weighed.

Send for the book. Have it placed in your Public Library, if you have influence. Add it to your own library. It is a handsome volume, with many illustrations.

The MacLean Publishing Co., Limited

143 University Avenue -:- Toronto, Ontario

An Extra $5 or $10 Every Week

Quite a bit extra, isn't it? Would you like to have that much coming to you regularly every week, entirely in addition to your weekly pay envelope? Of course you would.

Well now, write us and we will be glad to send you full particulars of our plan—the very same proposition that has proven so successful with hundreds of our representatives. You can read it and apply it right in your own home district. Your spare time is all that's needed. Write us to-day,—next week you'll be earning more money.

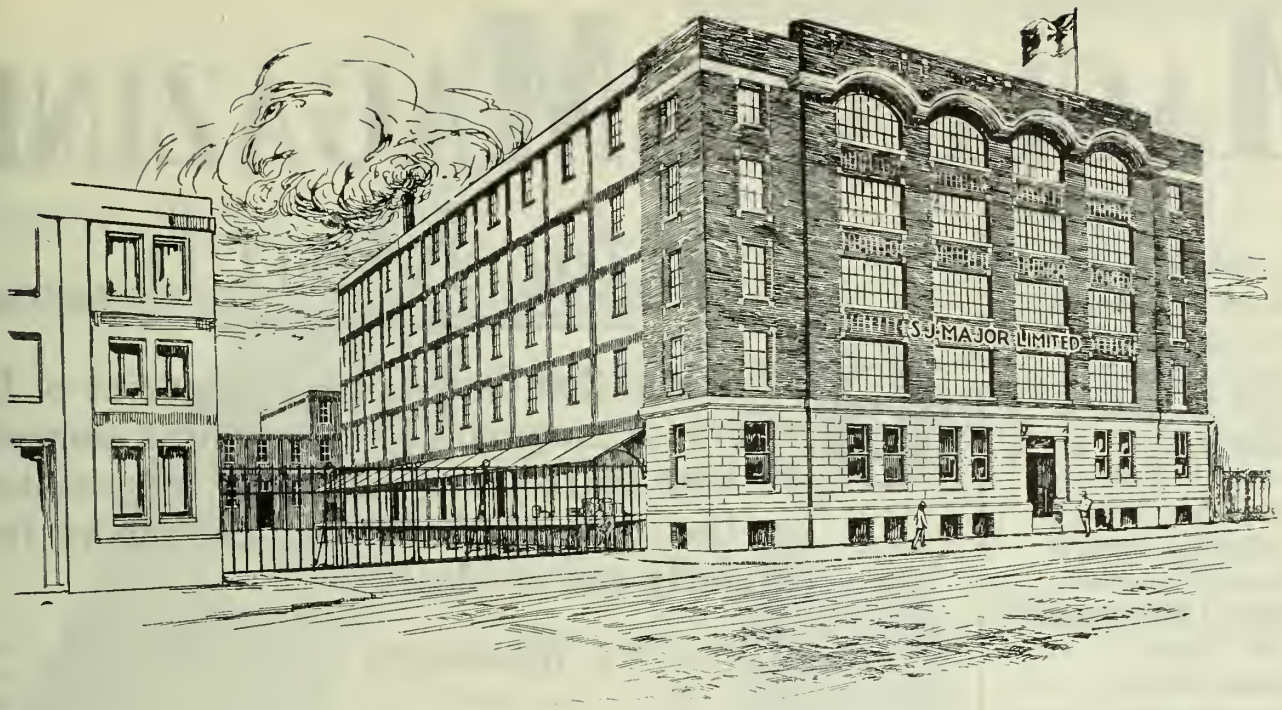
The MacLean Publishing Co.,

LIMITED

143-153 University Ave.

TORONTO - CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



Our facilities for service-giving are your best guarantee of business expansion and better profits

The name S. J. Major is well and favorably known to the Grocery trade of Canada. Since our firm was first established, back in '79, our policy has been **quality and satisfaction to every customer,** with the result that our business has steadily increased and our reputation for consistent square dealing has been steadily maintained.

As an instance of the stability and steady growth of our institution we might mention the fact that last year's business showed an increase in our favor of $400,000.

If prompt, courteous service appeals to you, get connected with the firm of S. J. Major, Ltd. We pay strict attention to every order, large or small. Mail orders are our strong point.

We invite you to wire or telephone your requirements at our expense. Our stock is always high grade. We guarantee satisfaction.

S. J. MAJOR, LIMITED

Wholesale Grocers and Importers

Ottawa, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

MACLEAN'S MAGAZINE *for* March

Sir Gilbert Parker
Robert W. Service
Stephen Leacock
Alan Sullivan
Agnes C. Laut
H. F. Gadsby
Erman J. Ridgeway
Madge MacBeth
L. M. Montgomery
Norman Lambert
Hopkins Moorhouse
H. M. Tandy
Robson Black
Adam Barnhart Brown
Arthur William Brown
Peter McArthur

BE thankful that Canada has a magazine of BIG calibre. A magazine fit to be placed alongside the best British and American magazines—by the test of those who contribute to it regularly and of ideals.

MACLEAN'S MAGAZINE carries world-famous names in its list of contributors—writers who have an open sesame to any magazine, yet writers that some magazines cannot get, because they fail to measure up to a standard set. Not every or any magazine can have the work of Sir Gilbert Parker, Miss Laut, Stephen Leacock, Arthur Stringer, Arthur E. McFarlane, L. M. Montgomery, Nellie McClung, Robert W. Service, Alan Sullivan, and others whose names are familiar to readers of MACLEAN'S MAGAZINE.

MACLEAN'S MAGAZINE is favored by these fine and high-priced writers because they are Canadian-born or bred and because they are genuinely interested in seeing the land of their birth or adoption have a magazine worthy of the land of their love and of their work and fame. *And they have found this magazine in MACLEAN'S.* MacLean's gives them access to the readership they desire to reach—the man and women of culture and position, of real love for Canada and in earnest to see its nationality enlarge and its destiny advanced.

And so we feel that we have a right to ask you to give MACLEAN'S MAGAZINE a first place in your favor. *It is truly Canadian,* doing a needed service for Canada, and doing this worthily. Doing all that it is doing at a heavy present cost, looking to the future for its larger reward.

You can show your appreciation of what the publishers of MACLEAN'S MAGAZINE are doing by making MACLEAN'S an elect magazine among all magazines enjoying your favor, and by making it better known to others who have your spirit—your sense of Canadian nationality, your purpose to advance Canada in all right and high ways.

Contents of MARCH MACLEAN'S
(CONDENSED)

Jordan is a Hard Road. Serial by Sir Gilbert Parker.

The Guile of Ulysses. By Peter McArthur.

Face Up. By Hopkins Moorhouse.

The Rabbit Revolution. By Adam Barnhart Brown, with illustrations by his brother, Arthur William Brown.

The Above are Stories

Ten Million for the Asking. By Stephen Leacock—a serious contribution on a phase of national finance.

National Policies—How they are formulated and exploited by Parties and Cabinets. By H. F. Gadsby.

Prospects for Peace and Peace's Problems. By Agnes C. Laut. A stirring and thought-provoking article by this wonderful woman writer with a statesman's mind.

The Above are Special Articles

Mrs. Hayter Reed—the woman who is responsible for the decorative schemes of the big C.P.R. hotels. By Madge MacBeth.

H. C. Brewster—Premier of British Columbia. By Norman Lambert. A timely sketch of a man of interest to all Canadians.
These are brief biographies of interesting Canadians—a feature of every issue of MACLEAN'S MAGAZINE.

The Review of Reviews Department condenses for busy readers the cream of the best things appearing in the current magazines of the world. So MACLEAN'S becomes many magazines in one.

The Business Outlook and **Information for Investors** are two features of MACLEAN'S greatly liked and esteemed by many of its readers.

These are Department Features found in every issue

At All News-Agents

- Fifteen Cents -

Tip-Top Selling Possibilities

EVERY customer coming into your store is a sure prospect as far as Marsh's Grape Juice is concerned, because every customer likes to buy a line which the dealer can honestly recommend to be first-rate in every respect. And the dealer stocking

Marsh's Grape Juice

can recommend it unhesitatingly even to the most particular patron.

The care exercised in the making of Marsh's, the full rich purity it represents is a positive guarantee to the dealer that the customer is going to be pleased and is going to come back again for a further supply after a trial of this delicious grape juice.

That is why quality dealers everywhere are stocking Marsh's. They find it a fruitful source of customer satisfaction.

Introduce this All Canadian Grape Juice to your trade immediately and learn what good honest profits are within your reach. You will not want to be without it afterwards.

THE
MARSH GRAPE JUICE CO.
NIAGARA FALLS, ONT.

Before you wrap up that grocery order suggest

Shirriff's

Orange Marmalade

Whether you're taking an order over the 'phone or over the counter, don't miss suggesting this delicious customer-pleaser. A sale may not result in every instance, but still you will find it richly worth your while to mention Shirriff's to every customer.

The Shirriff quality standard is well-known to the trade. And Shirriff's Orange Marmalade is a worthy member of a family of satisfaction givers. It is made from Seville Oranges and Pure Cane Sugar, made by experts in an ideally equipped and up-to-the-minute factory.

One big feature of Shirriff's Marmalade is its freedom from "thinning." It holds its consistency right down to the very last, a fact every good housewife will appreciate.

Don't let the present season pass without getting a stock of Shirriff's on display. The neat, handy-sized bottles will make a big appeal in the window or on the counter. Shirriff's will improve your profits.

Imperial Extract Co.
TORONTO

Western Representatives: H. F. Ritchie & Co., Limited, Toronto. Montreal: W. S. Silcock. Quebec City: Albert Dunn. Maritime Provinces: W. H. L. Usher, Halifax. A. A. Adams, Hamilton.

If any advertisement interests you, tear it out now and place with letters to be answered.

LARD

continues to advance in price, and we think will remain at present high prices for some time to come. Hogs are very scarce, very high in price, and are not producing the usual amount of lard per hog.

We are making a very good Brand of "Star" Shortening in all the usual size of package, and shall be glad to quote you prices.

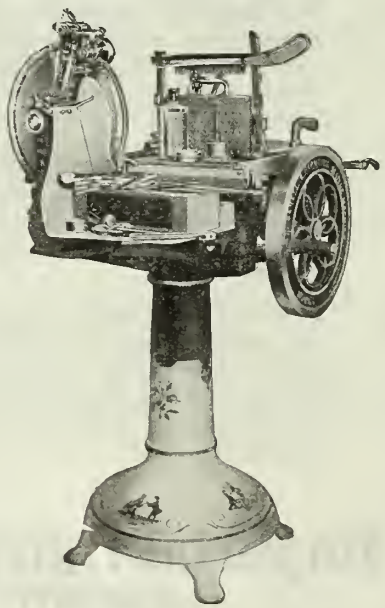
F. W. FEARMAN CO.
LIMITED
HAMILTON

VAN BERKEL SLICING MACHINE

"Made in the Empire, London, Eng."

Will about pay for itself in the saving of waste which other machines make.

Send for illustrated catalogue giving full particulars.



The W. A. Freeman Company, Ltd.
HAMILTON, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	3 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6 oz.	1 95	1 90
8-oz.	2 55	2 50
12-oz.	3 85	3 75
16-oz.	4 90	4 80
2½-lb.	11 60	11 35
3-lb.	13 60	13 35
5-lb.	22 35	21 90

F.O.B. Montreal, or F.O.B. jobbers' point subject to jobbers' regular terms.

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case.

	Per doz.
Blackberry	2 40
Currant, Black	2 50
Gooseberry	2 30
Plum	2 30
Pear	2 30
Peach	2 30
Raspberry, Red	2 50
Raspberry and Red Currant	2 40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case	4 40
20 lb. tins, ¼ doz. in case	4 25
Perfect seal glass jars in the case	2 40

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	80-90
1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85
Family, Plain, $1.85 doz.; Family, Tomato Sauce, $2.45 doz.; Family, Chili Sauce, $2.45 doz.; 3's only, $2.40 doz.; 3's, Plain, Tall, $3 doz.; 3's, Tomato Sauce, $3 doz.; 3's, Chili Sauce, $9 doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.),	.... doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 60
12 oz. Glass, Screw Top, 2 doz. in case	1 80
16 oz. Glass, Screw Top, 2 doz. in case	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 30
2's Tin, 2 doz. per case	3 20
4's Tin, 12 pails in crate, per pail	0 59
5's Tin, 8 pails in crate, per pail	0 72
7's Tin or Wood, 6 pails in crate	0 94
14's Tin or Wood, 4 pails in crate, per lb.	0 13½
30's Tin or Wood, one pail only, per lb.	0 13½

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

(Unsweetened Chocolate)

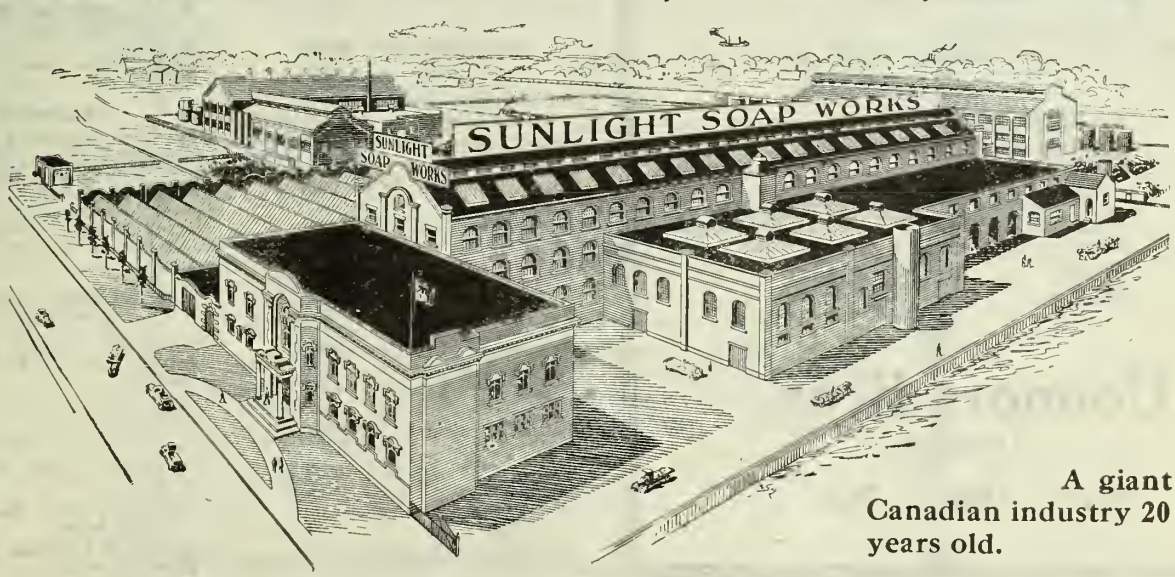
Supreme chocolate, ½s, 12-lb. boxes, per lb.	0 36
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

If any advertisement interests you, tear it out now and place with letters to be answered.

As good as guaranteed

Look them over. You'll admit that the "Big Five" lines shown above are the best known and most popular specialties of their kind in the market. Why? QUALITY, and again, ADVERTISING, and again, REPUTATION. You can't beat that combination. Stock these lines, big, you're safe!

Lever Brothers Limited, Toronto, Canada



A giant Canadian industry 20 years old.

If any advertisement interests you, tear it out now and place with letters to be answered.

Get Your Full Share of the Lenten Fish Sales

To let the Lenten Season pass without one strenuous effort for heavy fish sales is to pass up your greatest opportunity to create an extensive demand for all-year-round sales.

Let the proven quality, the established appetizing goodness of Brunswick Brand open up the demand in your locality.

Start now to push Brunswick Brand Sea Foods in your window displays, your counter displays, and on your shelves; get them most prominently before your customers.

If you ever want the extra profits of extra fish sales—and year-round fish sales—now is your opportunity to secure them with the established goodness and popularity of Brunswick Brand.

Keep your stock well up. Replenish today.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Connors Bros.
LIMITED
Black's Harbor, N.B.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 snd 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., per lb.	0 38
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 70
Reindeer Brand, each 48 cans	7 45
Silver Cow, each 48 cans	6 90
Gold Seal, Purity, each 48 cans	6 75
Mayflower Brand, each 48 cans	6 75
Challenge, Clover Brand, each 48 cans	6 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 15
Jersey Brand, Hotel, each 24 cans	5 15
Peerless Brand, Hotel, each 24 cans	5 15
St. Charles Brand, Tall, each 48 cans	5 25
Jersey Brand, Tall, each 48 cans	5 25
Peerless Brand, Tall, each 48 cans	5 25
St. Charles Brand, Family, each 48 cans	4 65
Jersey Brand, Family, each 48 cans	4 65
Peerless Brand, Family, each 48 cans	4 65
St. Charles Brand, small, each 48 cans	2 30
Jersey Brand, small, each 48 cans	2 30
Peerless Brand, small, each 48 cans	2 30

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 25
Reindeer Brand, "Small," each 48 cans	3 80
Regal Brand, each 24 cans	4 95
COCOA, Reindeer Brand, each 24 cans	5 25

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. squsre tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 28 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3	24 50
Qusrt (1 doz. case), weight 53 lbs., retail each $5.50	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $25. 14s, $60.

Roast Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $22.

Boiled Beef, 1s, $3.10; 2s, $7.00.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s, $3.35; 2s, $6.25.

We print the net weight of each tin on all our labels.

California Packing Corporation

Successors to CALIFORNIA FRUIT CANNERS' ASSOCIATION

San Francisco, Cal.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

If any advertisement interests you, tear it out now and place with letters to be answered.

THE HALL-MARK OF QUALITY

People now look for Sterling on Catsup as they do on silver, and when it appears are satisfied as to its quality.

Stock a supply now and note how fast it will disappear.

T. A. Lytle Co., Ltd.

STERLING ROAD, TORONTO

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss	.07½
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	.08
100 lbs. kegs, No. 1 White.	.07½
200 lbs., bbls., No. 1 White	.07½
30 lbs., Edwardsburg Silver Gloss, 1 lb. cbromo pkgs.	.08½
48 lbs., Silver Gloss, in 6 lb. tin canisters	.10
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.10
100 lbs., kegs, Silver Gloss, large crystals	.08
28 lbs., Benson's Satin, 1 lb. cartons, cbromo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case.	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	.15
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08½
40 lbs. Canada Pure Corn (20 lb. boxes ¼c bigber)	.07½

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.07½
First Quality White Lanndry—	
3-lb. canisters, cs. of 48 lbs.	.08
Barrels, 200 lbs.	.07½
Kegs, 100 lbs.	.07½
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.08½
8 in case	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, witb drumsticks, 8 in case	.10
Kegs, extra large crystals, 100 lbs.	.08
Canadian Electric Starcb—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.07½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.08½
"Crystal Maize" Corn Starcb—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c bigber tban 40's)	.08½

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$	3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. In case ....$	3.25
2 lb. tins, 2 doz. In case..	3.25
5 lb. tins, 1 doz. In case ..	3.65
10 lb. tins. ½ doz. In case.	3.55
20 lb. tins, ¼ doz. in case.	3.50

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs. ...	.04½
Half bbls., about 350 lbs...	.04¾
¼ bbls., about 175 lbs.	.05
2 gal. wooden palls, 25 lbs.	1.70
3 gal. wooden palls, 38½ lbs.	2.40
5 gal. wooden palls, 65 lbs..	3.70

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. In case .....$	3.75
5 lb. tins, 1 doz. In case.. ...	4.15
10 lb. tins, ½ doz. In case...	4.05
20 lb. tins, ¼ doz. In case...	4.00

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. In case..	4 80
Barrels, per 100 lbs.....	5 25
½ barrels, per 100 lbs.....	5 50

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med
2½ Can. .....$	4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can ...	14.00	12.00	9.00

YUBA BRAND

2½ Can .....$	3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can	...	.90

INFANTS' FOOD

MAGOR SON & CO., LTD.

Robinson's Patent Barley and Groats.

1 lb. tins, per doz..... $	3 50
½ lb. tins, per doz.	1 80

STOP-ON POLISHES	Doz
Polisb, Black, Tan, Ox-blood and Nut-brown	0 85
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES	Doz.
Polish, Black, Tan, Toney Red and Dark Brown....	0 85
Card Outfits, Black and Tan	3 40
Metal Outfits, Black and Tan	3 80
Creams, Black and Tan.....	1 10
White Cleaner	1 10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1 20
Yeast for bakers, 12½ lb. cartons; per carton, $1.25.	

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. ....$	0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 44
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 44
Currency, 6s, ½ butts, 9 lbs.	0 44
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, tblck bars, 8½s, 6 lb. boxes	0 68
Pay Roll, tbin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Sbamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c.....	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 89
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

Golden Orange Brand California Sunkist Navel Oranges

The Best Orange Grown

Fresh cars arriving every few days.

Also

Fancy Bananas

Grape Fruit

Almeria Grapes

THE HOUSE OF QUALITY

HUGH WALKER & SON

GUELPH, ONT.

Established 1861

Fish Orders for Lent

Can be shipped promptly from our well assorted stock. Every variety

Sea and Lake Fish

either Frozen, Fresh, Salted, Pickled.

Fruits and Vegetables

New Cabbage, Celery, Cauliflower,

Navel and Florida Oranges,

Pineapples, Bananas, Sweet Potatoes.

The Best of Everything from the World's Markets.

WHITE & CO., LIMITED

Fruit Importers and Wholesale Fish Dealers

Toronto and Hamilton

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus Fruits
Cranberries,
etc.

25 CHURCH ST.
TORNOTO

If any advertisement interests you, tear it out now and place with letters to be answered.

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

? ? ? *Ask us for*

Wrapping Papers
Twines
Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Merchants Baler

MADE IN CANADA

No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

THEY LIKE IT

That is one very good and sufficient reason for

MAPLEINE

You can order it of your jobber or

Frederick E. Robson & Co.
25 Front Street E.
Toronto, Ont.

Mason & Hickey
287 Stanley Street,
Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.

One Inch Space
$1.00 Per Issue
on Yearly Order.

Kindly mention this paper when writing advertiser

If any advertisement interests you, tear it out now and place with letters to be answered.

Why You Should Feature KING GEORGE'S NAVY

Men like to be catered to

and you know very well the good-will of the men is a thing worth going after.

Show the men-folk that you have their interests at heart by displaying quality tobaccos, such as King George's Navy. Get them acquainted with its unrivalled chewing qualities and their good-will will react favorably on your other lines.

King George's gives you a good-sized profit.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

Canada's Best Will Stand The Test

For years Windsor Salt has stood every test for Purity, Quality and Savour.

It is the standby in almost every home—just as it is sold by practically every grocer.

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

It pays to push Cow Brand Baking Soda

BECAUSE it gives the housewife results in keeping with its quality reputation you will find it always worth while to keep a stock of Cow Brand Soda on hand.

YOU can honestly recommend it to the best cook or the most particular housewife, knowing that it will live up to your recommendation.

Church & Dwight, Limited
Manufacturers - - MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

NORWEGIAN SARDINES (SMALL FISH)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal
"LORD NELSON" BRAND (Brisling)

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The quality of the fruit used, the high-grade cane sugar, the up-to-date manufacturing methods—these are the chief reasons why Furnivall's Fine Fruit Pure Jam gives satisfaction to the most fastidious taste.

You will find Furnivall's a strong seller, one worth concentrating on. Prove this by a trial supply. Send for it to-day.

FURNIVALL-NEW, Limited
Hamilton Canada

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

FIRE NOTICE

WINNIPEG, FEBRUARY 20, 1917

To the Trade—

We regret to advise that a disastrous fire visited our premises Thursday night, Feb. 15, and gutted the building badly, the contents being mostly destroyed.

You will be glad to know, however, that WE WILL BE IN A POSITION TO DO BUSINESS AS USUAL BY FEBRUARY 23rd.

Fortunately we had several cars of **Christie's Biscuits and Robertson's Confectionery,** and other specialty lines in transit from Toronto and other points, so that we can take care of your orders almost immediately.

Mail us your requirements if you are needing any of our lines before our traveller makes his regular call.

We take this opportunity of thanking our many customers for their patronage in the past, and can assure you that it will be our aim to merit a continuance of same, by FAIR DEALING, PROMPT SERVICE, and RELIABLE GOODS.

Yours truly,

SCOTT-BATHGATE CO., LIMITED, WINNIPEG

Mr. Merchant

See that your clerks and department heads read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

A FIRST-CLASS OPPORTUNITY TO SECURE an established business of staple dry goods, crockery and groceries in town of Simcoe. Stock about $7,000. R. Edmunds, Simcoe.

FIRST-CLASS GENERAL STORE IN heart of Niagara District. Good, clean stock, about $6,000, at a low rate. Turnover $30,000 annually. Box 217, Canadian Grocer.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

This space would cost you only $1.00 per issue for one year.

We are Wholesale Importers of

Peanuts Canned Crab

Oriental and Australian Goods

Canadian Distributors of
"WASHCLEAN"
Gold Medal Labor Saver for
Washing Clothes Without Rubbing
(2,000,000 users

Direct Supply Association
509 Belmont House Victoria, B.C.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

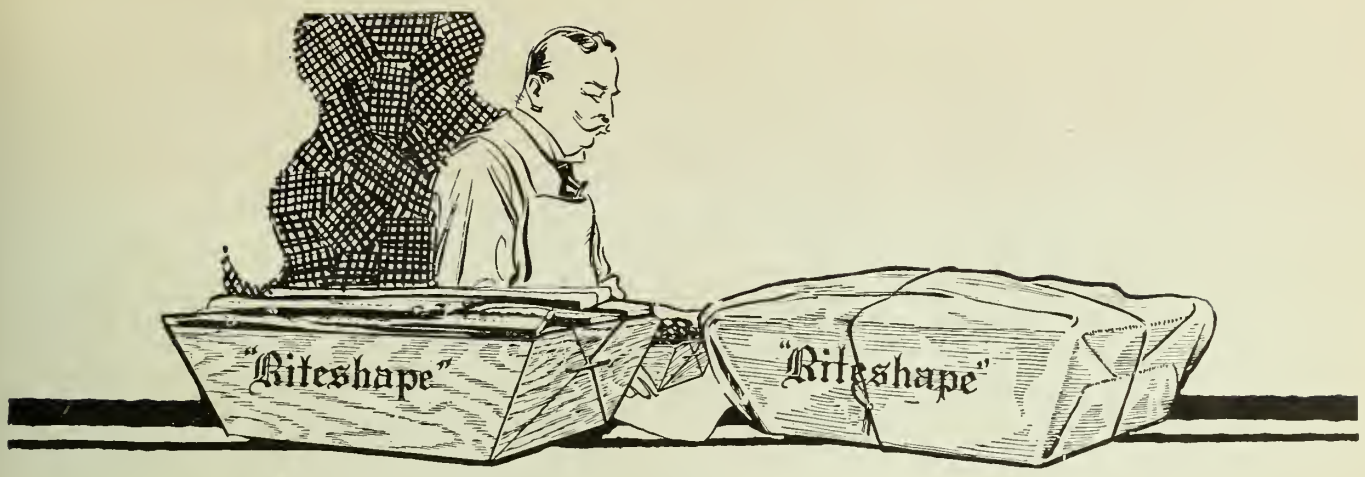
Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.



PUT OUT YOUR GOODS IN THE "Riteshape"

Spring stuff catches the eye.

The first "Garden truck" is a promise of summer. It makes a great hit with folks who have grown weary of winter landscapes.

How they like the taste of it. They pay fancy prices for it. They expect you to have all kinds of it.

How do you display and package these fresh food lines?

There is one best way—the "Riteshape" way.

The ten pound "Riteshape" gives you a display dish that will show off your stock in the very best of style.

Water doesn't hurt the "Riteshape." Keep the green stuff sprinkled if you want to.

But put tomatoes, onions, radishes, beans, peas, beets, lettuce, new potatoes and such fresh things in "Riteshape" dishes.

The dish dresses the food—makes it look its best—gets the appearance of class and value you want.

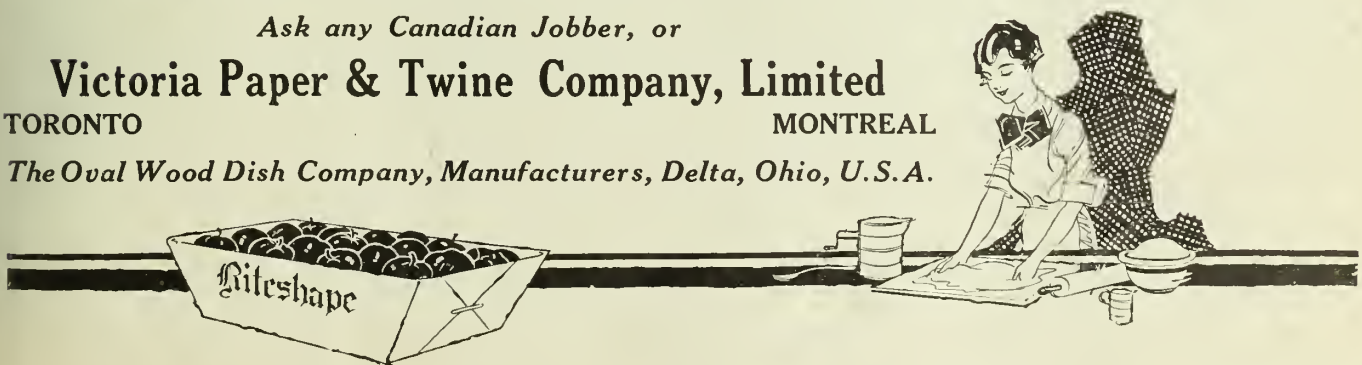
"Riteshapes" come in all sizes. Get in a stock now.

Ask any Canadian Jobber, or

Victoria Paper & Twine Company, Limited

TORONTO MONTREAL

The Oval Wood Dish Company, Manufacturers, Delta, Ohio, U.S.A.



IN EVERY SECOND ENGLISH-SPEAKING HOME
in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIERE FIVE ROSES is even now exerting an ever-widening sales influence.

What would it be worth to YOU?

—right in the home of every possible retail flour buyer in YOUR district,

—to have a daily reminder of compelling interest, filled with useful daily suggestions,

—a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on.

—a constant source of flour-consuming suggestions
—the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

LAKE OF THE WOODS MILLING COMPANY, LIMITED
MONTREAL *"The House of Character"* *WINNIPEG*

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie

FREE Copy of the famous FIVE ROSES Cook Book, on request, to any retail grocer reading CANADIAN GROCER.

IN THIS ISSUE – SELLING HOUSECLEANING GOODS

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, MARCH 2nd, 1917 No. 9

Welch's

"The National Drink"

The temperance movement brings to you an increase in your Welch patrons---those who appreciate and demand the best of everything.

This unchanged juice of selected, luscious-ripe Ontario Concords is the one beverage in the Dominion to appeal to every palate.

The fact that it is the standard in grape juice gives Welch's the turnover that goes hand-in-hand with sure, steady profits and satisfied customers.

SOLD BY LEADING JOBBERS

THE WELCH CO., LIMITED

ST. CATHARINES, ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

Catch the Nickels

FISH for the odd change—the "chicken-feed"—the 5-cent pieces—which almost every customer or caller is willing to part with for a package of

CINTEES MINTEES
CLOVEES WINTEES

Mintees—A Mellow Peppermint Confection. Good after eating and smoking. Children like them. Wrapped in tinfoil. 20 rolls in display box. Costs the dealer 65c.

Cintees—Genuine Cinnamon Flavor. Purifies and Perfumes the breath. Each roll wrapped in tinfoil. Handy for pocket. 20 rolls in display box. Costs dealer 65c.

Wintees—A Mellow Wintergreen Confection. A favorite flavor. A breath-purifier. Enjoyed after meals. The children want them. Each roll wrapped in tinfoil. 20 rolls in display box. Costs the dealer 65c.

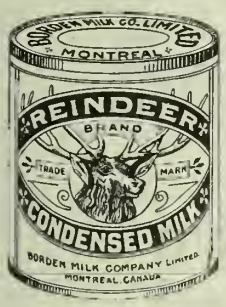
Clovees—Genuine Clove Flavor. Good after smoking. Absolutely pure. Aids digestion. Children like them. Each roll tinfoil wrapped. 20 rolls in display box. Costs dealer 65c.

EVERY sale means a profit greater than 50% — (you pay 65c for a box of 20 packages. You get $1.00). It's all extra business—and repeat business. The investment is trifling. Sales are steady, and in a month considerable. Place a box on your counter—and it will sell itself. The 5-cent business—cultivate it, in it much profit lies. Attractive hangers supplied with your order. Ask for them. Order from your jobber.

O-PEE-CHEE GUM CO.

Limited

LONDON, CANADA



A sextette of sellers that will keep your cash register ringing constantly with repeat orders

Your selling efforts will be richly rewarded with most satisfying returns when you push and recommend

Borden Milk Products

Your own experience must have shown you that it is always more profitable to handle lines that have won the confidence of the consumer than to experiment with the "just-as-good" variety.

That Borden Milk Products are strong favorites with the buying public is evidenced by their ever-growing selling record. Extensive advertising is helping to further this demand, keeping the Grocer's stock constantly moving.

Your wholesaler will send you a trial order of Borden's. Get it to-day, display it well, and listen to the cash register ring.

Borden Milk Co., Ltd.

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

JAPAN TEA

WEIGHING TEA

You will have an entirely new idea of how good tea can be, if you drink "JAPAN TEA." It has a satisfying flavor, a delicacy of aroma that imparts a subtle finish to a delightful meal—and it is unquestionably the best natural stimulant for body and brain.

The Japanese Government prohibits adultera ion and coloring of Tea

ON SALE AT ALL GROCERS

Suggestions such as shown above have introduced Japan Tea quality to thousands of homes and have placed it well to the front as a Grocer's selling certainty. The demand is ever growing and wise dealers are reaping rich rewards through constantly featuring this delicious product of sunny Japan.

Get in line now and secure your share.

A live line for your Spring "clean-up" displays

5c. —worth ten

The demand for good, reliable cleansers will be more evident than ever soon, when the housewife's big spring cleaning campaign commences.

You couldn't select a more favorable time for putting your customers in touch with *BABBITT'S CLEANSER* —the biggest cleaner value on the market, retailing at 5c, and worth double. Every good housewife will appreciate the tremendous help of Babbitt's Cleanser in the spring drive against the forces of General Dirt.

A display of Babbitt's will interest her. Show her the big-sized can, the full weight; tell her about the handsome premiums given in exchange for the trade-marks.

There is a good profit to be made by pushing the sales of Babbitt's Cleanser. And it's a repeater.

Wm. H. Dunn, Limited, Montreal
Dunn-Hortop, Limited, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

The quality of the fruit used, the high-grade cane sugar, the up-to-date manufacturing methods—these are the chief reasons why Furnivall's Fine Fruit Pure Jam gives satisfaction to the most fastidious taste.

You will find Furnivall's a strong seller, one worth concentrating on. Prove this by a trial supply. Send for it to-day.

FURNIVALL-NEW, Limited
Hamilton **Canada**

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

ALL STEEL CLIMAX FIREPROOF

BALING PRESS

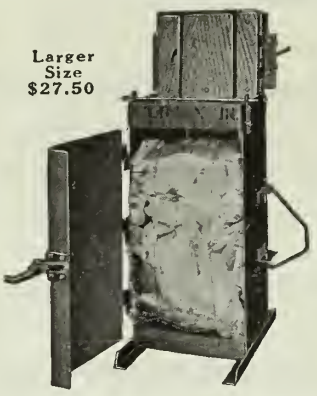
—Turns waste into profit
—Made of steel
—Easy to operate
—Nothing to break
—Earns money every day
—Fully guaranteed

Our Service Deptartment puts you in touch with dealers who pay the highest price for Baled Waste Paper. Write to-day.

CLIMAX BALER CO.
Hamilton, Ont.

$22.50

Larger Size $27.50



Substantial Revenue and Store Tidiness

Are two outstanding features you gain by the installation of the Jewel Paper Baler.
Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*
You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.

A card will bring all particulars re baler and your best market.

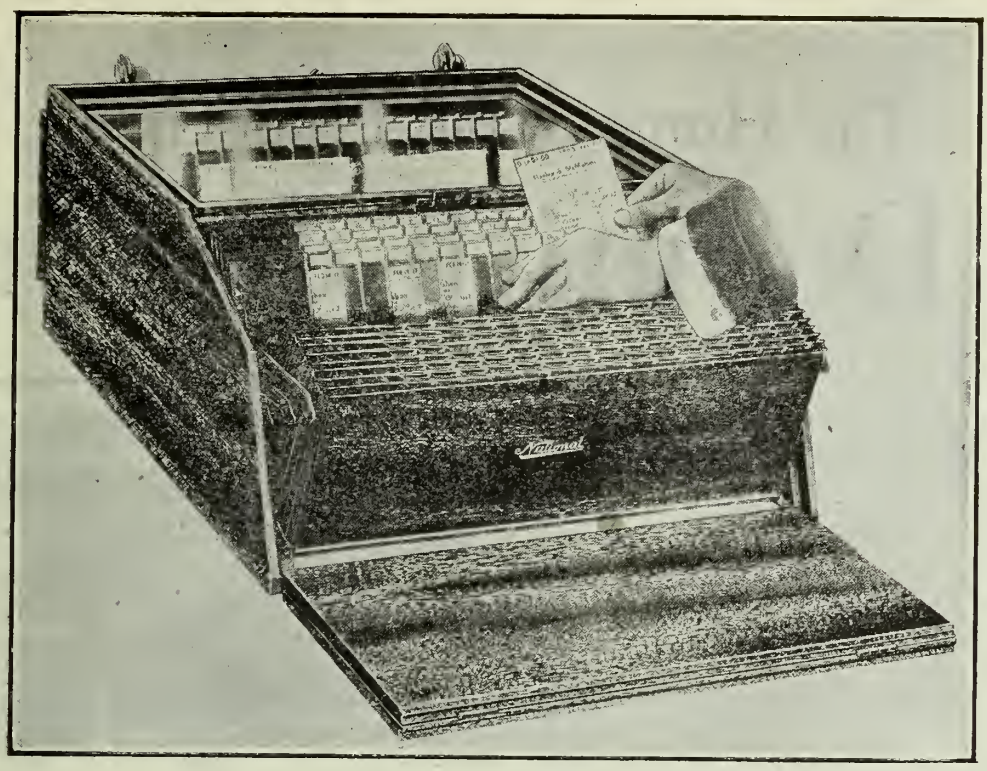
General Sales Co.
Stair Bldg. **TORONTO**

The householder has confidence in Chase & Sanborn's High Grade Coffees.

The dealer who pushes these grades shares in that confidence.

CHASE & SANBORN
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.



A New N. C. R. Invention

as important to you as your telephone or cash register

It's a new credit file that *safeguards* your credit business—in a better, easier, safer, quicker way than you thought possible.

It is so simple that anyone can operate it.

It is so speedy that all entries are made in the presence of the customer, who leaves with a statement of the purchase—plus a record of the balance carried forward.

It is so convenient that you can set it on any size counter, table or desk. The exact balance due from any customer is instantly available, and the file can be operated with one hand while the other holds the telephone receiver.

It is so complete that a true record of the whole credit business is always available in short order.

And this knowledge alone is worth more than the cost of the file.

It is so safe that records once filed in its locked compartment cannot be lost or destroyed. Records can be seen, but not tampered with.

A few weeks' use will pay for it.

There's nothing else like it, and it can be seen at the N. C. R. office near you, or a letter to us will bring you complete information.

See this new file or find out how it will stop your losses, please your customers, and relieve you of work and worry. Use the coupon.

The National Cash Register Company of Canada, Limited. Toronto, Ontario

Please send full information about your new Credit File.

We have about..... ...Charge and C.O.D. Accounts.

Name .....

Firm .....

Address .....

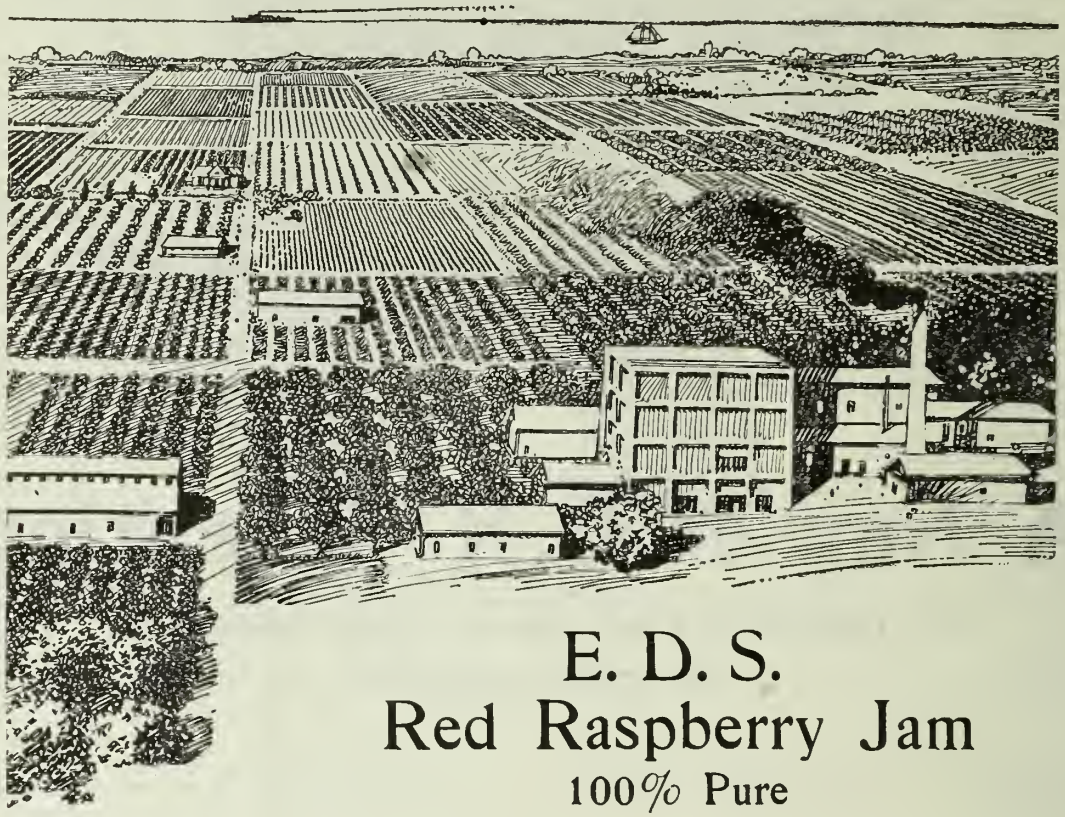
.....

The National Cash Register Company of Canada, Limited

TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

The Home of the Products of
E. D. Smith & Sons



E. D. S.
Red Raspberry Jam
100% Pure

Our E.D.S. red raspberry jam, containing only sound red raspberries and best of granulated sugar, is **unsurpassed.**

This is the time of year—when the family supply is low and in some cases exhausted—that the housewife is on the lookout for something tasty.

A suggestion on your part will do the trick as E. D. Smith's jams are universally known due to our systematic consumer advertising and to our high standing of quality.

Packed in sanitary sealed glass jars containing 16 oz. Arrange a counter display **to-day**—it will practically sell itself.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

62% Profit On Your Investment

You Can Make It Easily!

Push Liquid Veneer to the front this spring. An article that pays you the BIG PROFIT that Liquid Veneer does, is worth pushing, at least part of the time. NOW is the most profitable time to get behind it.

LIQUID VENEER

Buffalo Specialty Company

Buffalo, N.Y., U.S.A. **Bridgeburg, Ontario, Canada**

You may have some of our new and beautiful counter display cases and hangers, FREE, or an entire window display, if you will simply fill out and mail to us the coupon printed below. A window display will pay you. Try it. Costs you nothing and will increase your sales. Our investigations among hundreds of dealers prove it.

COUPON

BUFFALO SPECIALTY CO.,
Buffalo, N.Y., U.S.A.; Bridgeburg, Ont., Canada.

Gentlemen:

Send us, prepaid, the following advertising matter, which we agree to use:

.....Counter Display cases,

.....Window Hangers,

or

.....Complete Window Display.

State size of window .....

When we will display .....

Name .....

Street .....

City .....

If any advertisement interests you, tear it out now and place with letters to be answered.

A moment's thought

will convince you that it is to your interest to constantly feature Canadian-made goods of established superiority, such as

The Malcolm Milk Products

In doing so you will be encouraging home industries and building for the bigger business and the better profits that come from giving your customers perfect satisfaction.

The Malcolm Lines are strictly Canadian.

The Malcolm Condensing Co., Limited

The only Canadian Milk Company in Canada.

ST. GEORGE, ONT.

Something your customers are sure to appreciate

Maclure & Langley
LIMITED

Distributors for Ontario, Manitoba, Alberta, Saskatchewan

TORONTO
12 Front St. E.

WINNIPEG
123 Bannatyne Ave.

PARIS PATÉ

the delicious and nourishing meat paste

PARIS Paté makes an excellent substitute for Sardines. Remind your customers of this fact when they ask for these scarce and expensive sea foods.

THE growing sales of Paris Paté are a striking indication of the popularity with which it is favored. Grocers who stock and display Paris Paté are bound to make easy sales, as extensive consumer advertising is creating a demand and helping swell your profits.

—the place and the product

Modern, up-to-date, splendidly equipped in every way is this home of Royal Shield Products, the house whose organization made possible the standard of quality represented by the Royal Shield trade-mark. Get acquainted with the big sales-pulling qualities that this trade-mark signifies by getting a trial supply of

Royal Shield Coffee

on hand immediately. Don't hesitate to recommend it to your most particular customer. Remember—the Royal Shield trade-mark is a guarantee of goodness and "come-back" quality.

Do you need fresh supplies of Jelly Powders, Spices, Baking Powder, Tea, Flavoring Extracts, etc. Try the Royal Shield lines.

Campbell Bros. & Wilson

Limited

Wholesale Grocers and Importers and Packers of Royal Shield Brand of Good

WINNIPEG

BRANCHES:

Campbell, Wilson & Horne, Ltd.--Calgary, Lethbridge, Edmonton, Red Deer.
Campbell, Wilson & Strathdee, Ltd.—Regina, Swift Current.
Campbell, Wilson & Millar, Ltd.—Saskatoon.

If any advertisement interests you, tear it out now and place with letters to be answered.

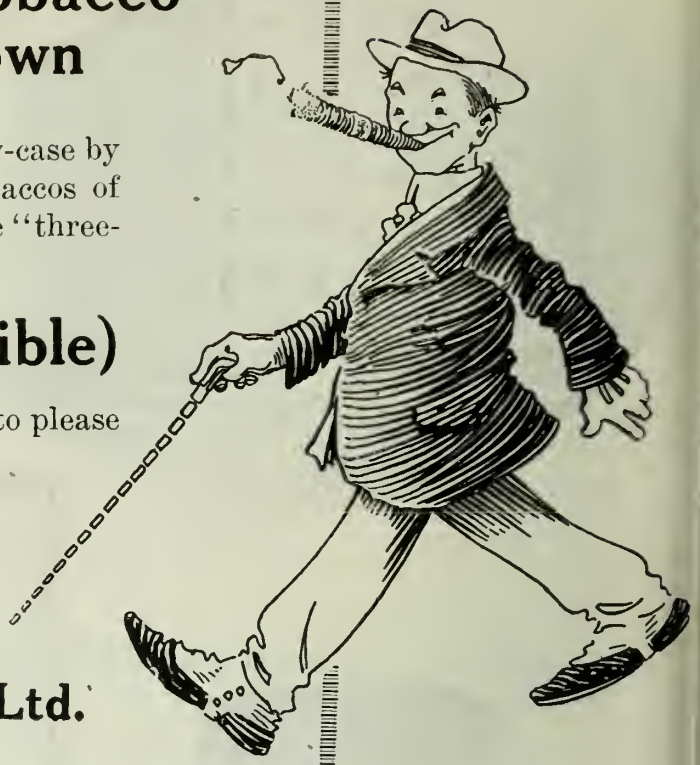
Get More of the Tobacco Trade of Your Town

Get the most out of your tobacco show-case by giving prominence to cigars and tobaccos of proven merit. Get the good-will of the "three-for-a-quarter" people by suggesting

The Orlando (Invincible)

—a cool, satisfying smoke calculated to please the most critical "weed" lover.

Make a little display of Orlandos in a corner of your show-case and round it off with a few Webster's Clear Havanas. You'll find them both dependable sellers.



W. R. WEBSTER & CO., Ltd.
SHERBROOKE, QUE.

Purity TABLE SALT

Ask the other fellow

Any dealer who has tried out the selling value of **"Purity" Table Salt** will tell you that it is a pretty good thing to bank on for bigger, better business.
Housewives everywhere appreciate its unquestioned purity and economy. Purity Salt is made under ideal conditions in an up-to-the-minute plant, positively guaranteeing it pure to the last degree.

"Purity" Salt is unequalled for table or dairy use. It satisfies the most critical.

Now is an opportune time for you to test the popularity of this housewife's favorite seasoner.

Send in your order to-day.

THE WESTERN SALT CO. LIMITED
COURTRIGHT ONT.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Why You Should Feature KING GEORGE'S NAVY

Feature the best chewing—

Don't imperil the future of your tobacco trade by stocking lines of doubtful quality. Good tobacco will give you a good men's trade, inferior grades will turn away this profitable business.

Stock King George's Navy—the big, real, man-sized chewing tobacco. Boost it right along and watch the profits grow.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo. **Cloth Extra, Net, $2.00** **By Mail, $2.10**

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book.—*Grocers' Criterion.*

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal.*

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics.*

"The author, Mr. Joseph M. Walsh, is, without doubt, *the greatest authority in America upon the subjects of Tea and Coffee.* The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

? ? ? *Ask us for*

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Successful Merchants

invariably buy

GIPSY
Stove Gloss

Order from your Wholesaler

HARGREAVES (ANADA), LIMITED
The Gray Building, 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C

Folks' fancies may change with other kinds of goods, but not so with Wonderful Soap. Once a sale, always a sale. Housewives who used Wonderful Soap years ago are still using and recommending it to-day. For steady, regular sales, push Wonderful Soap.

Guelph Soap Co.
GUELPH, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

SELL
PRESNAIL'S
PATHFINDER CIGARS

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

"Maple Leaf" Dirt Chaser

CLEANS SCOURS POLISHES
Bathtubs, Sinks and all Enamelware

Every employee connected with our business is Canadian born.

Agents for different territories wanted

The B. & L. Manufacturing Co., Limited
Sherbrooke, P.Q.

If any advertisement interests you, tear it out now and place with letters to be answered.

Dutch Tea Rusks

The New Breakfast Food

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

Packed 36 15c packages to the case.

The Robert Gillespie Co.
WINNIPEG, MAN.
Agents for Canada

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end
ENVELOPES
for mailing Catalogues

Confectionery Bags
Spice Bags
Peanut Bags
Jelly Bags
Lard Bags

We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.
Department G
12-14-16 JOHNSTON STREET TORONTO, CAN.

Century Salt

None Better Made

The ever-growing demand for Century Salt is an indication of the esteem in which this quality seasoner is held by the good housewife.

For table, dairy or cooking purposes there is no salt "just as good" as Century. Sell it.

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S
Canned Meats

W. CLARK, LIMITED
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.
DISTRIBUTION & SERVICE
from
COAST to COAST.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage Storage Distribution

C.H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue East. Winnipeg

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

BUSINESS AS USUAL
After the Fire

OUR THANKS are due to the trade of Western Canada for the consideration they have shown us during the short delay caused by the recent fire.

NEW PREMISES, with ample accommodation and trackage, have been secured at 143 Portage Ave. E. This enables us to handle business with every dispatch.

NEW STOCK—Several cars of well-assorted stock of **CHRISTIE'S BISCUITS, ROBERTSON'S CONFECTIONERY**, and other lines, have arrived since the fire, and we are doing business as usual. Send us your orders. Mail or wire at our expense.

Fair Dealing ***Prompt Service*** ***Reliable Goods***

SCOTT-BATHGATE CO., LIMITED
WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

White & McCart
Limited
Always Buyers of
Apples, Beans, Potatoes or Onions
Write or wire what you have. We are open for one or two good agencies — can give you results.
309-310 Board of Trade Building
TORONTO - - ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery Brokers
Open for one or two good Canadian Agencies.
TORONTO WINNIPEG CALGARY

Washington's
COFFEE
W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

LARGEST CANADIAN DEALER
ADEL. 760
WASTE PAPER
E. PULLAN TORONTO

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
Office 310, 32 Front Street West
TORONTO - ONTARIO

If you want low quotations on
Japan Tea, Raisins or Tapioca
Write us at once
W. H. Millman & Sons
Wholesale Grocers' Brokers
TORONTO

The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.
We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen. (Get in touch with us.)

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

Try MANN & CO. for
FANCY POULTRY
Roasting Chickens, Boiling Chickens, Ducks, Geese, Turkeys.
C. A. MANN & CO.
78 KING ST. LONDON, ONT.

WESTERN PROVINCES

Geo. Adam & Co.
Grocery Brokers and Commission Merchants
We can put your goods on the Western market successfully, as we are in close touch with the Western wholesale grocery trade. Give us your line, and let us produce results for you.
Chambers of Commerce, Winnipeg

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers.
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagné Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

When writing advertiser kindly mention that you saw his ad. in this paper.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

Merchants Baler

MADE IN CANADA

No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

Mention This Paper When Writing Advertisers

TRADE MARK
KEYSTONE
BRAND
REGISTERED

A Pleasure to Sweep With

Let your customer feel the weight of the "Keystone" Nugget Broom in her hands. She will realize what a help it will be on a big day's sweeping.

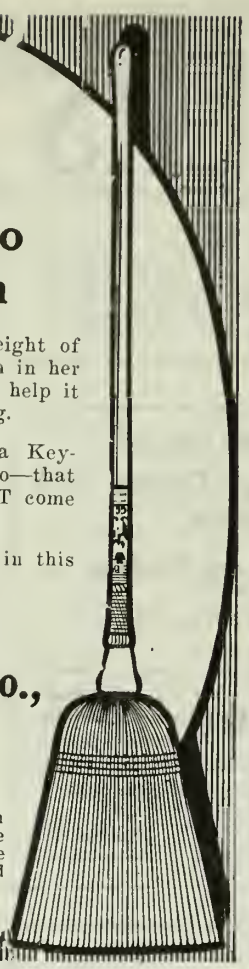
Then assure her that, being a Keystone, it has got the quality, too—that is, the fine green corn will NOT come out or turn over at the ends.

Profit and satisfaction for you in this line.

Write for Prices, etc.

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



Dollars for Debts

TURN YOUR SLOW AND BAD ACCOUNTS into money. Every business and professional man abandons as hopeless, many outstanding dollars that should show in his cash drawer, or Bank Account. Every bookkeeper, credit man, collection manager or other employees who handle accounts, let GOOD dollars get away that should appear in larger profits for his employer, and increased salary for himself.

Every professional collector, every Commercial Lawyer puts into his "Drop or Dead File" the equivalent of hard dollars that ought to figure in his monthly income. THE COMMERCIAL UNDERWRITERS has a system that will bring your dollars home.

We are NOT a collecting agency. Our method of adjusting bad accounts is DIRECT FROM DEBTOR TO CREDITOR. We handle no moneys.

If you have any bad accounts, you need us. Adjustment made in the United States and Canada. Write us for full particulars.

Commercial Underwriters
36 James St. South
HAMILTON, ONT.

Cocoanut
of unimpeachable quality

—not the cheapest kind but a higher priced product of immeasurable superiority.

WE unhesitatingly guarantee the character of this cocoanut to be the very best obtainable. Back of every ounce of it is our quality standard maintained steadily over a period of 22 years.

DEALERS desirous of stocking something unusually good should get in touch with us. We'll ship promptly on request.

Pails of 15 and 20 lbs. Boxes of 50 lbs. and Barrels of 100 lbs.

Write us to-day.

Standard Cocoanut Mills
F. B. Thompson, Sole Proprietor)
HAMILTON, CANADA

You'll get big dividends from this investment

The initial expense of installing a **Eureka Refrigerator** will be quickly repaid over and above by the money - making service it gives. The warm air flues across ceiling of cooling room connected with warm air flues at sides and ends is but one of the many exclusive features of the Eureka. Write for booklet.

Eureka Refrigerator Company
31 Brock Ave. LIMITED **TORONTO**

One of the Chief Reasons Why "Red Rose Tea is Good Tea"

The increasing use of Indian Tea is due in no small degree to its good keeping qualities.

A good quality Assam Tea will show very little loss of either strength or flavor in nine to twelve months, while Ceylon Teas, lacking these keeping qualities, will often become stale and flat in half that time.

You have often had complaints of tea being weak and that "it doesn't taste like it used to." You will find that in almost every case it is a package of Ceylon Tea that has been complained of. You may not have had it in your store very long, but the tea has probably been a good while en route from the East —especially now in war time—and the tea has lost much of its flavor and strength.

In this respect the keeping quality of Indian Tea is a great advantage. We venture to say that you rarely, if ever, have such a complaint from Red Rose Tea, simply because it is composed largely of Indian Tea, especially Assams. These teas, blended with Ceylons, give the best combined results of flavor, strength, and keeping qualities, of any teas that are grown. The experience of the great London tea merchants has proven this beyond a question.

The above are some of the reasons why Red Rose Tea "is good tea" and why it has steadily forced its way to the front.

T. H. Estabrooks Co., Limited

Toronto

Hang this card in your store

It will help to add still more force to the demand for the **Colman and Keen Products.**

Lithographed in handsome colors these cards are real eye-catchers. Each package is reproduced in facsimile.

Your customers know of the Colman and Keen lines. Who does not? One of these cards in your store will remind them of the fact that you are selling these quality products.

May we send you one?

MAGOR, SON and COMPANY, LIMITED

30 CHURCH ST., TORONTO - 191 ST. PAUL ST. W., MONTREAL

Moore's House Colors

Sold on an absolutely returnable basis.

A splendid proposition for every General Merchant

If you are a general merchant, if your store supplies the general needs of the community, you should stock Moore's House Colors—the paints of *guaranteed quality* and comparatively low prices.

To prove to you the selling possibilities of these popular paints, we'll send you a sample shipment of 10 gallon assorted sizes, including *House Colors, Floor Paint, Mooramel, Tile-Like, Sani-Flat and Muresco (the best wall finish).*

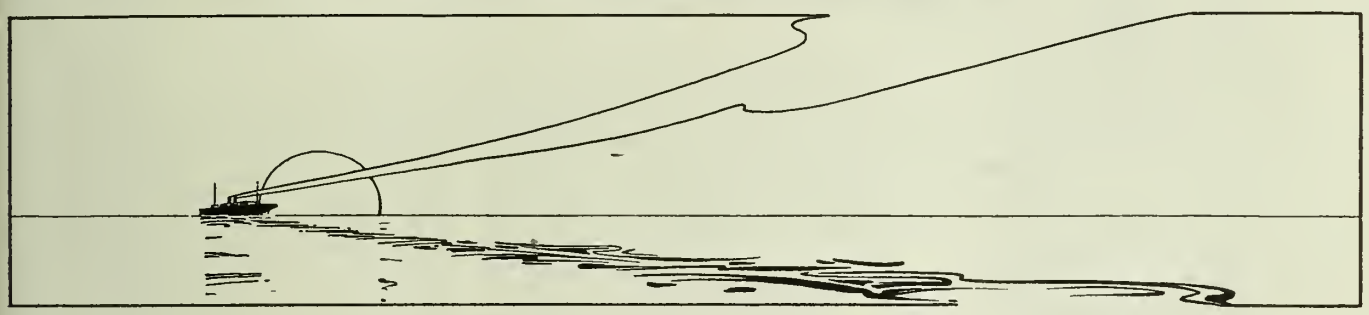
You run no risk of loss or customer disappointment—we sell on a strictly returnable basis. There are big profits in every sale of Moore's Paints, and come-back business, too.

Send for that sample shipment *now.*

Benjamin Moore & Co., Limited, West Toronto

CANADIAN GROCER

Vol. XXXI. TORONTO, MARCH 2, 1917 No. 9



British Trade Restrictions and Canada

Indications of the Way Lloyd George's Measures May Affect Canadian Trade — Difficulties That Face the Importer—Tea Most Nearly Affected—London Market Probably Closed to Buying—A Word of Caution Against a Buying Panic.

SINCE the last issue of this paper there have been changes in the commercial situation of the world at large that present a situation that is fraught with the possibility of world-wide complications.

When Premier Lloyd George stood before the British Parliament and quietly told them, and through them the world, that the tonnage problem had reached such a pass that unless drastic measures were taken, this situation might well mean disaster, he gave voice to an opinion that is world-wide in its application. British tonnage only equal to the burden of carrying on the commerce of the Empire prior to the war had been reduced by a million tons devoted to the vital interests of Britain's Allies, and had been still further reduced by a ruthless under-sea warfare.

Face to Face With Necessity

The familiar items of sea casualties that we read of from day to day have passed us by unmoved. We have not doubted the reserve supply of tonnage to cope with these losses. Now the Empire is face to face with the fact that there is no such reserve. That only by the most drastic curtailment can the Empire be kept from the verge of disaster. It is a sobering thought, and one that was needed to give weight to the far-reaching means that it is felt must be adopted to establish again a firm foundation of security.

It is well to think soberly on this point in order that we, with the rest of the Empire and the world, may face clear-eyed the possibilities that these restrictions may mean for us.

The Meaning of Restrictions

To the average person the fact that England has closed her doors to so many of the world's products means little. To the men whose business is done in these restricted commodities it means much.

No tea will be admitted except that coming from the British possessions, and this will be largely restricted.

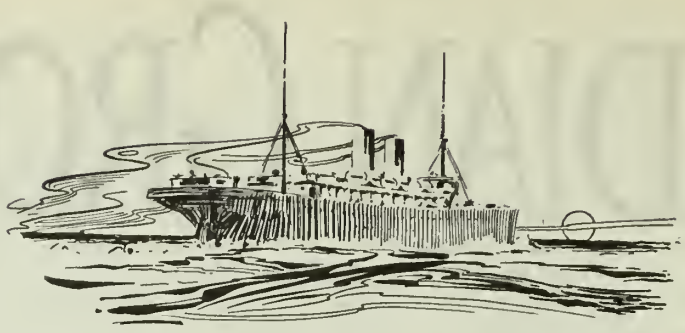
Coffee and cocoa will be forbidden. The imports of salmon will be curtailed 50 per cent. Most fruits will be forbidden. These are but a few of the drastic prohibitions that may be noted, yet they touch us in Canada more nearly than we may at the moment realize.

Are Canadian Apples Affected?

Canada is an immense exporter of apples. This trade is prohibited. What will this mean to us? It may mean little to us or much, depending on how long the embargo remains in force. In this line of goods we are fortunately to a large extent beyond the shipping season. There is in Canada at the present moment probably some 75,000 barrels of apples that, barring this prohibition, would have found their way to the English market. There is in British Columbia a considerable quantity of box apples that might under other circumstances also have been exported. Just what quantity of these may yet remain it is impossible to state definitely; fortunately the quantity cannot be relatively large. This was a year of unusually light crop, yet the export trade was a very considerable factor. It is to next year that we must now look, however. Next year should be a heavy crop. The probability is that by that time the need of such an embargo may have disappeared. If not, however, Canada will be faced by a serious situation. With the enormous export trade of Canada and the United States cut off, with a probable large crop it is not hard to judge the consequence. Apples will be cheaper for the consumer. Undoubtedly, so cheap, perchance, that they would not be worth the labor of harvesting. The consumers gain would mean a loss to the commerce of the country that would be a very serious factor.

In other fruits we would suffer little. The oranges and bananas and lemons, in which the trade will be materially curtailed, come to Britain mostly from Continental Europe and the adjacent islands, from Spain and Italy, the Canary Islands and other Eastern points. This suspension would have slight effect in this country. In the softer fruit, Canada has shipped some peaches and tomatoes, but this trade to the present has only been in an experimental stage, and its prohibition can cause no noticeable effect.

What the Curtailment of Salmon May Mean



In the curtailment of the salmon shipments 50 per cent., unquestionably a heavy blow to Canadian trade has been struck. All the salmon imported by Britain must of necessity come from the British Columbia or from the American canneries at Puget Sound and Alaska. This British Columbia export trade is a very considerable item, and one in which a reduction of one-half would mean real hardship to those engaged in the industry or directly or indirectly associated with it. At present there is hardly likely to be any particular hardship felt. To begin with, the shipping season is well advanced, and added to that the run of the year has been light, and a curtailment is, therefore, of no great moment at present. As in the case of apples, the possible effect would be to show a slight reduction in price. It is here again not a question of present conditions, but future prospects. There will be little hardship for some time to come, but should the restriction remain in force for any protracted period it would indeed be a different situation. This is the fourth year in the cycle of salmon runs, and, as everyone knows, is the year of the great run. It is practically an established fact that the catch of this year will be very large. This, then, is the point of danger, the possibility of the embargo still continuing until the coming season's run, and this is a possibility whose actual effects it has not yet been possible to estimate. It would mean cheap food for the consumer, too cheap unfortunately, and the consumer would get his food a trifle cheaper at the expense of a great mass of people, and it is from this angle that it is necessary to face the question. Moderate prices are all very well, but low prices—inordinately low prices—benefit no one. They are the sworn foes of general prosperity.

Cocoa in a Fairly Safe Position

Consider another item on the prohibited list—Cocoa. What will be the effect of the prohibition here? Once again it is impossible to give any idea that might even approximate the actual conditions.

The situation in this line of goods is apparently hardly as serious as in some other lines. A large amount of cocoa is the production of this hemisphere. Probably two-thirds of the cocoa used in Canada comes either from the West Indies, mainly from Trinidad, or from South America. The bulk of this trade is carried on neutral bottoms, and hence the restrictions would not have the effect of curtailing this trade. The larger part of the balance of the cocoa used comes from Ceylon. In the case of tea, shipments from this source will be curtailed, but not entirely discontinued. It is probable, therefore, that the same conditions will prevail in the cocoa trade. But whether or not it is possible to get cocoa from this source and from Africa, it would, if the necessity arose, be possible to still further increase the importations from Trinidad and South American markets.

Such a disturbance of the usual channels of supply would, of course, have some effect on the industry, but those best able to understand the bearing of such conditions state that they are unable to foretell what the effect would actually be. There is a certain consolation in the fact that there are comparatively large supplies of cocoa in the country at present, and consequently there is the strong probability that some method of adjusting business to the changed conditions will be found before any change of system becomes a necessity.

Restrictions on Tea Most Serious Item

When it becomes necessary to speak of the effect of the restrictions in the trade in tea, one faces the most serious element, at least in its effect on Canada, and in this case there is every probability that it will be an immediate effect.

In the embargo foreign teas are entirely prohibited. This, of course, includes China and Java teas, the only foreign teas that need be considered, as Japan and Formosa teas are practically a negligible quantity on the English market. On January 30 of this year the holdings of these foreign teas in London were—Java 8,332,000 pounds, and China 17,476,000 pounds. This item has now been definitely cut off. Regarding teas from the British Empire, the mere statement is made that these will be restricted. On the question of what this restriction may mean hinges all the speculation as to the probable effect of these drastic measures. The holdings of Indian teas on January 30 amounted to 65,101,000; of Ceylon teas, 19,014,000, or a grand total of 109,923,000 pounds. This was the large surplus stock on hand that Premier Lloyd George referred to in his speech as the reason for curtailing incoming supply. This seems, indeed, an enormous total, but it is below the total of the two past years; at the same date, 1915-16, there was a supply of 137,730,000, and in 1914-15, 117,663,000 pounds. Prominent tea wholesalers in Toronto are virtually at one in their opinion that this action is meant to secure the needs of the British Isles and the army, and as a natural inference from this is the opinion that this supply will be conserved until such time as the reserves are so much increased by the imports still permitted from the Colonies that it is safe to continue business. In this way a great bulk of shipping that has been engaged in the foreign tea trade, along with some portion of the tonnage used in the import trade from British possessions will be released for other use.

Canada's Great Buying Market Closed

The bearing of this as far as the Canadian trade is concerned is this, that the London market, the great exchange tea market of the world is closed to us. There may be some loosening of this embargo under exceptional circumstances. But this is not to be counted on.

What then is the situation facing Canada? We are unquestionably facing a possibility, indeed more than that, a probability of shortage, that may be serious in it's effect.

Difficulties of Direct Importation

The casual judgment that we will have to import direct, overlooks the fact that the restrictions were put in force to permit the release of tonnage for other and more necessary work. It is evident then that if England has curtailed her own export trade, it is more than human to suppose that she would release this tonnage to enable direct importation. Even were such a thing possible it would involve immense difficulties. Tea can be imported from England in about three weeks time. It would take three months to bring it direct, for all India and Ceylon tea is handled first by steamers to Hong Kong and thence to San Francisco, by Japanese steamers. With the known freight congestion of the port of Hong Kong an import period of three months appears to be a moderate estimate. The point is this, that even if this direct supply can be arranged there will be an enormous depletion of reserve stock on this continent, before any adequate supply could be secured and consequently greatly increasing prices.

No matter which way you look, prices are apparently bound to increase. In tea like in other commodities, the actual

bearing of this situation will depend in the end on the duration of the British embargo.

Any Feeling of Panic the Great Danger

The strong probability, it is generally conceded points to increasing prices. To what extent these prices may increase depends largely on the actual buyer. Heavy buying to protect their trade by the merchant will unquestionably result in precipitating the very condition that they aim to avoid. Any show of panic in tea buying at this time is going to be the great element in price increase, while a reasonable attitude is more than likely to hold such increases to a minimum. After all these difficulties are problematical. Lloyd George himself stated that these restrictions were not absolute, and means may be found before the situation becomes too acute, of ameliorating it to some extent at least. In the meanwhile it behooves the retailer to buy with circumspection.

Only Temporary Cessation of Coffee Demand

W. S. Greening of the T. J. Greening Company, when spoken to regarding the effect that this embargo might have on the coffee situation, stated that he did not believe that it would materially effect the trade in Canada.

As he saw the situation, it is not a matter of a decrease in the demand for coffee, but rather a temporay cessation of buying on the part of the British Government. According to recent reports, he stated, there were some 900,000 bags of coffee in storage in London, of which some 300,000 represented contrabands of war. The British people being not among the heavy coffee using countries this amount would suffice for about 18 months consumption. In France there are at present approximately 3,000,000 bags of coffee in storage at Havre, Marseilles and Bordeaux. Of this amount some one million bags are the property of the Brazilian Government. It is estimated that the allied armies in the West consume monthly some 200,000 bags of coffee so it is evident that the amount of stock in France at present is capable of meeting the demand from this source as well as covering the demand of the civilian population of the other allied countries.

Will Conserve Tonnage While Excess Supply Costs

It would seem therefore that the idea is merely that with the great supply on hand the British Government can save for the period of approximately nine months the amount of tonnage engaged in this coffee trade. This policy having been adopted by the British Government it was not at all improbable he thought that the French and Italian Governments would follow the same policy, and thus relieve the tonnage problem by the amount engaged in the coffee business to those countries for a similar length of time.

If Brazil Can Handle Situation Prices Will be Normal.

This does not mean, Mr. Greening stated, that there would be any decrease in consumption, but only in purchase, and at the end of that period all these countries would once more be in the market for coffee. The problem then becomes one as to whether the Brazilian Government can arrive at some method for financing the crop until these buyers are again in the market. Unquestionably the Brazilian Government will adopt some measures that will tend to stabilize prices. Moreover, it has been suggested that the British Government might receive shipments from Brazil providing that they came in the German vessels already interned in Brazilian harbors. Were such methods to be adopted there is plenty of tonnage to handle the whole Brazilian crop. In any event the embargo comes at a favorable time, as the bulk of the Brazilian crop has already been marketed and the new crop is not due till August.

It isn't yet clear whether this prohibition applies to British Colonies. If it does not then Jamaican and Indian coffees may still be imported. If this is the case the prices of coffee from these sources will naturally advance, indeed, on the mere assumption that such may be the case Jamaican coffee has advanced one cent on the Jamaican market. This has a certain effect on Canada, as owing to the preferential duty with Jamaica, there has been a tendency to increase the sale of Jamaican coffee in Canada.

British Tonnage Not an Item in Coffee Trade of Continent

As a matter of fact, Mr. Greening stated, the tonnage question does not very nearly affect the coffee trade of this continent, at least. Out of 700,000 bags afloat for New York, only 19,000 were on ships of British register, so the cancellation of tonnage could not to a great extent affect this industry.

It was difficult to state positively what would be the result of such measures upon the coffee market, Mr. Greening stated, but if the Brazilian Government was able to devise measures for protecting the coffee crop until such time as the Allied Governments were once more in the market for coffee, he could see no reason for any great fluctuation in price.

Sugar not Greatly Effected

Sugar while it is not directly noted in the embargo is indirectly affected by the curtailment of canned fruits, and similar commodities. It is pointed out that the pronounced shortage in the Russian and Argentine sugar crop, combined with a light Cuban output, does not leave an over supply on the market, and consequently even if there is some curtailment it may not be a bad thing. It is not expected that the British Government action will have any effect on the sugar prices.

Only Time Can Demonstrate Actual Effects

In the nature of things, the trade is at variance in their opinion on many of these points. It is largely a matter of personal opinion as yet as to what the actual bearing will be on Canadian trade. We have tried to outline the tendencies in the different activities affected. But it will be weeks, yet before these changes will have been stabilized, and it is actually known to what extent some of the restrictions are to be enforced, before the actual effect on the Canadian trade will be known.

In any event it is generally felt that such measures have not been taken unadvisedly, and whatever their effect, it must be the endeavor of all parties to meet them with the best of grace.

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ESTABLISHED 1886

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Vol. XXXI. TORONTO, MARCH 2, 1917 No. 9

PRESIDENT WILSON is still looking for an "overt act." Some people are so hard to please.

* * *

IF FLORIDA persists in getting frozen up this way, the street cars will have to add a corollory to that land of sunshine stuff that so tantalizes the frozen strap hanger.

* * *

FOUR hundred women from the slums of New York, many of them with children in their arms marched to the City Hall crying "We Want Food for our Children." And this in a country of fabulous wealth, in a city whose extravagance has become a by word!

* * *

HERE is real self-denial for you. The legislative dining-room of the Ontario House announces that owing to the scarcity of potatoes, rice will be served as a substitute three times a week. The Premier and the Opposition leader have both dined on this new vegetable. But then they may like rice.

* * *

PROFESSOR Stephen Leacock of McGill University, is prophesying that a terrible famine threatens the world, and urging increased production, "if we wish to avoid national and world disaster." It is a voice crying in the wilderness. There are few who will listen. Yet Professor Leacock's fears may be truer than we now believe.

* * *

NO DOUBT Lloyd George's speech will be hailed with joy in Germany where it will be judged a sign of weakness. We on our part are hearing of internal dissension there, and of withdrawals on the west front and are solacing ourselves with the thought that Germany is nearly broken. Both, it is probable, are taking the hope for the reality.

POTATOES have reached unheard of prices and many remedies are suggested. The favorite is the embargo idea against shipments to the United States. We will do well to ponder that embargo question carefully before favoring it too strongly. It is a game that is not restricted to one party. Consider if the United States should put an embargo on Coal. How many days would it be before many parts of Canada would be crying for mercy?

THE PRICE OF ADMIRALTY

JUST as England and the Allies were more or less comforting themselves with the thought that, serious as the submarine menace might be, it had failed of its larger purpose, came Premier Lloyd George's statement. A solemn warning that the tonnage available was inadequate, not because of submarine activities, but because of the necessary demands of their allies, that to fail in meeting this situation might spell disaster.

With this calm statement facing the British people, and through them the allies, for on the British peoples now lies the burden of the war, there can be no misapprehensions, no idle nursing of a false security. The submarine menace might be met successfully by the Navy, yet there would still be a scarcity of tonnage that must be met. To fail in looking this in the face might leave the Allied cause beyond redemption.

"If blood be the price of Admiralty," it has surely been paid in full. But in this war no usual standards hold. Blood is the price and treasure and sacrifice, and it is sacrifice that Britain has now been faced with, sacrifices of the comforts of life as well as all else. The restrictions proposed that the price of Admiralty may be paid are startling and severe. They touch the comfort and the trade of the Briton. They reach out and lay their hands on all the Dominions beyond the Sea.

It is idle for us in Canada to stand aside thinking that we can escape the effect of these restrictions. It may mean cheaper prices in some things, it will assuredly mean vastly increased prices in others. In the main should it be long in force it will carry with it a great deal of suffering to many in Canada, as it will to other parts of the Empire whose market is cut off, and who may have to watch their hard worked for crops rot for lack of transportation. We are all in this war. We all have our part to bear. This is the price of Admiralty to us.

A REASON FOR HIGH PRICES

IN the columns of the *Weekly Ontario,* of Belleville, Ontario, appeared recently an interesting item relative to a shipment of fish from that section, that is an illuminating commentary on present high prices.

It appears that a catch of White Fish was made at Bath, some forty miles from Belleville. From Bath this catch of fish was shipped to Kingston, from there they were sent across the lake in bond to Cape Vincent, where they were frozen in the public refrigerators. They were then returned to Kingston and from there shipped to a dealer in Toronto. From Toronto they returned to Belleville to fill an order from a local merchant. In the interval this one shipment had traveled 400 miles to arrive at a final destination just 40 miles from the originating point.

Well traveling costs money, even for fishes. It is noted that the fish that brought the fisherman 7 cents a pound cost the consumer 17 to 18 cents. There you have one of the causes of high prices. Wasteful system of distribution.

RE-ENTER THE CHINESE EGG

CHINESE eggs have appeared in the limelight again. Four thousand cases of these eggs, which have been on their way to Seattle since August, 1914, have finally been released by the Courts of California. These unfortunate eggs have been condemned in San Francisco, by a large number of organizations and agencies as being unfit for food. An appeal recently heard by the Superior Court decided in favor of the importer of the eggs, on the ground that the condemning parties had no right to condemn. The importer is very anxious to get these eggs. Very probably they are not fit for food. That does not say, however, that they will not eventually become food. In any event the Chinese egg seems to be the particular sport of the courts. A shipment to Montreal of the same product kept the legal big-wigs of that City profitably engaged for some three years or more. Chinese eggs though they may not be good for the consumer, are certainly good for the lawyers.

THE HON. MARTIN BURRELL AND MARGARINE

ON Monday an Ottawa Civic deputation waited upon the Hon. Martin Burrell, Minister of Agriculture to urge the repeal of the embargo on Margarine.

The Minister received the deputation kindly, but frankly told them that he could hold out no hope of acceding to their request.

The Minister's arguments in opposing the change might be epitomized as follows:

Three successive Governments had gone on record as opposed to its introduction.

Butter was high in price at present and the product might lend relief, but were the deputation aware of the importance of the product that they wished to protect. Continuing, Mr. Burrell stated: "I do not think its importation would affect the price of butter now, but in the long run it would hurt the Dairy Industry."

He noted the increasing demand for Canadian butter on the British market something like 11 million pounds last year, and he urged the importance of maintaining this steady supply.

Oleomargarine had been introduced into every other country save Canada, but in every country there was excessive legislation and fraud. The whole effect on margarine makers would be to fraudulently sell their product as butter.

Doubtless The Hon. Mr. Burrell is a man of wisdom, else he would not be occupying his present position. But there have been times when his wisdom has been more apparent than in the arguments noted above.

That three successive parliaments had condemned the product for reasons best known to themselves, is hardly a conclusive argument. Many generations of men believed that the world was flat. That didn't make the belief a fact.

The importance of the Dairy interest to Canada is not questioned. But Mr. Burrell states that the introduction of Margarine would not affect the price of butter at this time. If not now, when would it be likely to affect that product. If men will buy butter at fifty cents a pound they are not likely to begin using Margarine when butter is 30 cents.

Exports had increased to Britain, the Minister stated, something like 11 million pounds this year. How is this an argument against Margarine? If there is more of butter used abroad, and manifestly not a normal supply at home, it seems reasonable to think that there is a place for just such a product as Margarine.

Margarine has been introduced into every country save Canada, he states, surely not a manifestation of the evil qualities of the product, but that the bulk of the world's populace has tried it and found it good.

In every instance the minister continues it has been accompanied by fraud and excessive legislation. No proofs are adduced to back this sweeping statement and it is a statement badly needing proof. The case of the product in England is an outstanding refutation.

The effect would be to make manufacturers fraudulently sell their product as butter. Tut, tut! Mr. Minister, why should a man be more criminally inclined in manufacturing one product than another. Maple Syrup has been fraudulently used, yet that is surely no argument against the product.

This idea of fraud is the back bone of every argument against Margarine. The fact of the matter is, that it has not the slightest bearing on the subject. If Margarine were a harmful product, there is a basis of argument, but the arguments brought forward by the gentleman who should be the best posted man on the subject still do not convince us that one small class should be favored at the expense of a whole people.

Dawn of the Housecleaning Season

Spells Sorrow to Men at Large, but Profit to the Merchant—Utilizing the Feminine Passion for Housecleaning—Plenty of Profit for a Little Pains—Some Serious Thoughts in a Frivolous Form.

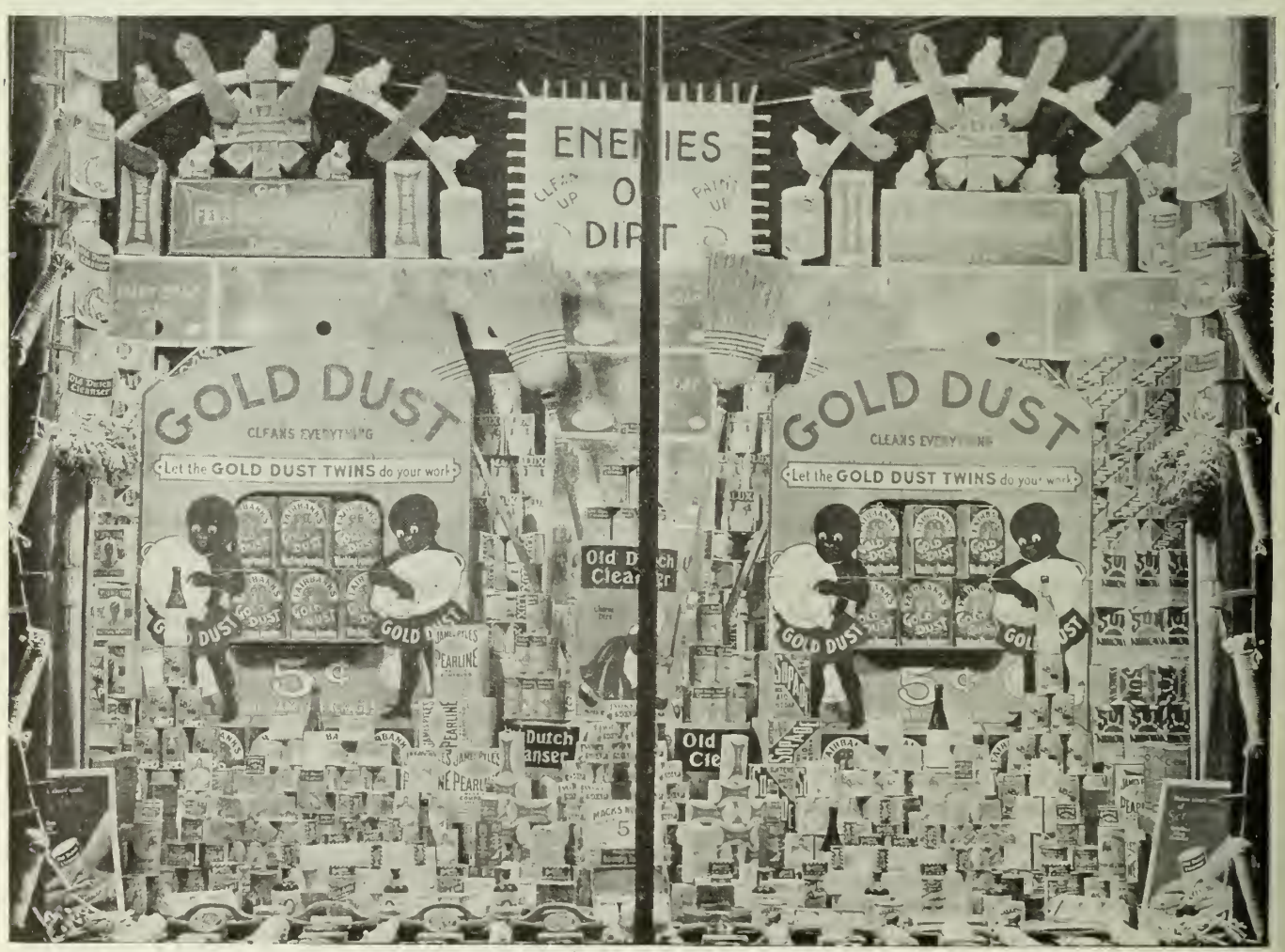
THE B. J. Brown store was not particularly large in size. In fact it was about the average store that you will find in every community. But Mr. Brown himself has ideas that are bigger than his store, and he has a wealth of ingenuity in putting them across. Not that there is anything much new in featuring housecleaning goods. It is one of those things that a merchant just naturally does. Why? Well, because his customers are waiting for just that suggestion. Even the merchant who does not spend his spare moments in philosophizing, knows that a woman takes to housecleaning around the time that the first crocus ventures out, just as naturally as the swallows start south in October, or a Methodist parson starts to pack in June. It's one of the things that just takes the place of dolls and things of that kind. All women are subject to this fever, even the best of them. Which is speaking from the standpoint of the householder rather than that of Mr. Brown.

Capitalizing the Hated Housecleaning

Now, Friend Brown probably hated housecleaning time, just as much as you and I, dear friend. But just like you and I, he bowed to the inevitable, realizing that pounding your head against a stone wall is a profitless task, and profitless tasks were among those things that Mr. Brown did not cherish to his heart as a man will cherish a pilfered pencil. Therefore, as misery loves company, as everybody knows, Friend Brown set his traps to provide the company. He spoke to the feminine housecleaning passion. Not in words, be it understood. He went at it in deft and devious ways. He decorated his windows with every variety of thing that the ingenuity of man has invented to minister to the housecleaning craze of women. A house built of soap as the central figure. The woman who hadn't housecleaned gazed at it with glittering eyes. The men whose wives had, looked at it, and thought how natural the soapy house looked. Little pyramids of cleaning powders formed the first line of trenches; behind that again were the second line trenches made of household ammonia, and as a main defence, a battlement of tins of lye and chloride of lime.

Millers and Moths and Microbes Defeated

The idea Mr. Brown sought to convey was that millers and moths and microbes, and other feathered folk, if they escaped the dangers of the first and second line trenches were sure to fall a victim before the last defence. Then, as a kind of pæan of victory, there was a



A Fine Display of House-cleaning Goods Featured by Edward Van, Saskatoon, Sask.

variety of halo made of brooms forming a background. Perhaps a better simile would be the rising sun of cleanliness, for the brooms were arranged in a fan shaped array with the broom uppermost, just the way the sun looks, we are told by those inquisitive ones who get up early enough to look at it. This sun effect was easy enough to arrange with auger holes bored in a piece of wood at different angles. A simple trick, but it caught the feminine eye, always eagerly awake for a housecleaning suggestion. One would say they came in droves, had not that idea been rather monopolized by places of amusement, and savoring also a little too much of the barnyard. Suffice it to say that these dark devices proved availing and the customers poured in. Mr. Brown sold them brooms, and he sold them powders. He was grieved to learn that even the natural born housecleaner had not plumbed all the uses that could be made of many of the products; therefore he painstakingly instructed them, that ammonia not only was good for cleaning purposes, but that it softened water as well. That lye, as well as cleaning pots and pans, had a wonderful way with it in regard to reluctant drains, and that in fact it had a multitude of uses if one was careful to use it externally. If by any chance in the passion for cleanliness one overlooked the external part, Mr. Brown pointed out that a pleasant little antidote was carefully printed on the wrapper.

In every way known to human ingenuity, Mr. Brown brought these articles to the attention of the housekeeper. And the housekeeper bought. Under his careful tuition and that of his clerks, she bought things she had never tried before, and she liked them and came back for more. There is no use questioning that fact; these goods are saleable and Mr. Brown sold them. He harped on the thought that the moth and the microbe never sleep. His information on this point may have been wrong, but no one challenged the statement, so it was thoroughly successful. Anyway, it sold goods and it got him the companions in misery for which his soul hankered.

(Continued on page 34)

Speed the Parting Moth

If you don't get rid of the moth, the moth will get rid of your carpets and curtains. Summer is the playtime for people, but the work time for the moth and the germ.

The Spring days are coming. Open the windows and let in the sun. But be sure that you let out the dust and the dirt and the moths and the germs as well.

Here are a few agencies to help.

Powdered ammonia, an indespensible cleaner, per package	**c**
Sweeping powder, the ammunition for moths	**c**
Lye, the cleaner that gets the germs, per package	**c**
Chloride of Lime, a natural household disinfectant	**c**

B. J. BROWN
17 Main St.

Campaigning Against the Household Pests

THE time for the Spring Campaign approaches. Soon the double windows will be off, and the sun will be warm and bright. You will be thinking of cleaning then. After the long months that the house has been closed, it will need it, no matter how good a housekeeper you may be.

See that you have your ammunition ready. Be prepared for the Spring drive against the moth and the germ.

Here is the ammunition to help you to success. Lay in your supply now:

Powdered Ammonia

Softens the water and eases the work of ruhhing the floors and furniture. Blank brand, .. cents per package.

Sweeping Powder

Why sweep in clouds of dust when you can prevent it by the use of a iittle sweeping powder? Use it on the floors, rugs and carpets. Large can, .. cents; small can, .. cents.

Chloride of Lime

Nothing better for the closet or for sweetening drains. Every home should always have a supply on hand—one of the finest chasers of disease germs known, and the price of a tin is small, only .. cents.

Liquid Ammonia

Some prefer the ammonia in liquid form. Simply moisten the cleaning rag with it and it's ready for use. A good-sized bottle for .. cents.

Sink and Bath Tub Cleanser

You know how hard it is to get the dirt off the sides of the sink and hath tub. Blank brand is a powder which does the work with the least amount of rubbing. Per can, .. cents.

Lye

Another fine disinfectant is lye—there are few houses which do not keep a plentiful supply on hand. It will take up grease and other dirt from the floors as quickly and easily as anything. Per tin, .. cents.

Furniture Polish

To make the chairs, tables, window sills and other furniture, clean and bright use Blank Brand. Just rub it on with a clean cloth and it wil produce a bright shine like new. Per hottle, .. cents.

Metal Polish

For shiniug up the brass kuobs on the buffet and other furniture, a good metal polish is necessary. Try ——— Brand—it is recommended for pots and all metal fittings about the house. Per bottle, .. cents.

Brushes and Brooms

Did you ever think how much time could be saved the year round by brushes that get hehind and uuder the stove and the radiators, and between the spokes of the broom? Why not make your work lighter? A full supply to choose from.

Soaps

Of course you will not attempt housecleaning without a good supply of soap.. It is the ever reliahle. We recommend ——— at .. cents per bar.

All these lines have been tried and tested. Select your requirements at once from a full stock.

B. J. BROWN

17 Main Street Phone 75

The Market Basket Store

How One Merchant Faced the Problem of Delivery, By Obtaining the Customers' Co-operation—Taking the Cost of Delivery Off the Goods Enables Cheaper Selling—An Argument That Has Proved Successful — Some Other Instances Noted

THE cost of delivery and the cost of credit are two of the items that bulk large in the cost of doing business with every grocery store. The delivery problem is one that is particularly serious, and one also that entails an expenditure entirely out of proportion with the service rendered. A newspaper writer recently noted the delivery rigs gathered about one little square of dwellings. There were thirty of them all told. Thirty different deliveries, doing the work that might have efficiently, perhaps more efficiently been done by one. This is not an isolated case. There are none of us who have not at some time or another noted something of this sort. Taking this particular case, it is an obvious though rough conclusion that the deliveries to this block of houses were costing each merchant just thirty times as much as they should have cost. This extra cost has of course to be born by the goods sold, and is one of the pronounced causes for the ever increasing cost of goods.

The Waste in Overlapping Deliveries

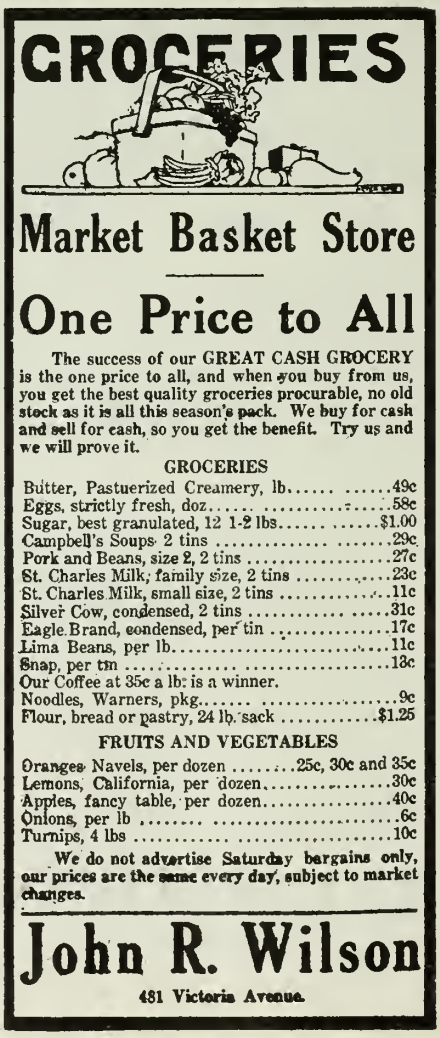
There have been a number of methods attempted to do away with this overlapping service, and other abuses that have grown up around the delivery system but all of them entail a certain amount of co-operation among the different merchants, a condition that with the keen competition of the present day is not easily obtained. Where the most successful of these methods are in force, the central delivery system, there is required not only co-operation but a very considerable amount of organization that while it may be desirable, is not always easily obtained.

Of recent date, however, individual merchants have been thinking on the question and in some instances this thought has led to some method of overcoming the difficulty that in the individual case at least has proved satisfactory.

A Cash and Carry Store

John R. Wilson of Niagara Falls Centre has faced this question and has worked out a solution that in his case has proved an unqualified success. Mr. Wilson has overcome the difficulty in this case by entirely eliminating the delivery system. Of course the delivery of goods has come to be a service that the patron of a store has come to look upon as a right rather than an added service. There must therefore be some consideration to induce the customer to look at the matter from a different angle.

It is probable that very few buyers ever consider that the delivery of their goods actually costs money and that money they are actually having to pay with the cost of their goods. There is very little object of even calling the matter to their attention in this way, for the average housekeeper is so obsessed with the idea that the grocery store is a very profitable variety of gold mine that to tell them that they were paying for their delivery would at once lead them to the conclusion that the grocer was a new and very vicious kind of highwayman.


GROCERIES
Market Basket Store
One Price to All
The success of our GREAT CASH GROCERY is the one price to all, and when you buy from us, you get the best quality groceries procurable, no old stock as it is all this season's pack. We buy for cash and sell for cash, so you get the benefit. Try us and we will prove it.
GROCERIES
Butter, Pastuerized Creamery, lb.....49c
Eggs, strictly fresh, doz.....58c
Sugar, best granulated, 12 1-2 lbs.....$1.00
Campbell's Soups 2 tins.....29c
Pork and Beans, size 2, 2 tins.....27c
St. Charles Milk, family size, 2 tins.....23c
St. Charles Milk, small size, 2 tins.....11c
Silver Cow, condensed, 2 tins.....31c
Eagle Brand, condensed, per tin.....17c
Lima Beans, per lb.....11c
Snap, per tin.....13c
Our Coffee at 35c a lb. is a winner.
Noodles, Warners, pkg.....9c
Flour, bread or pastry, 24 lb. sack.....$1.25
FRUITS AND VEGETABLES
Oranges Navels, per dozen.....25c, 30c and 35c
Lemons, California, per dozen.....30c
Apples, fancy table, per dozen.....40c
Onions, per lb.....6c
Turnips, 4 lbs.....10c
We do not advertise Saturday bargains only, our prices are the same every day, subject to market changes.
John R. Wilson
481 Victoria Avenue.

Laying the Emphasis on the Lessened Price

Mr. Wilson has met this difficulty by not laying the emphasis too heavily on this point, but rather by making a feature of lower prices. His investigation has proved to his satisfaction that his cost of delivery under the method formerly adopted actually amounted from 8 to 10 per cent. There are some grocers who say delivery cost would hardly figure out this high; there are on the other hand many city grocers who must figure on that amount at the very least. "If I can eliminate this item," thought Mr. Wilson, "I can afford to sell at least 8 per cent. cheaper and yet maintain the same margin of profit."

The result was the basket store. Under this system Mr. Wilson does a strictly no credit no delivery business. The customer calls for and takes the goods, paying for them at the time of purchase. To facilitate the doing of business with the greatest amount of speed and no additional help, for this is an item where the customer is on hand, the goods are carefully arranged on the shelves, and every single article in the store is plainly marked with the price for which it is sold. And this price is an attractive figure, for Mr. Wilson actually does give his customers the benefit of the reduced cost in doing business. Therein lies the reason for the success of this venture.

How the Telephone is Adapted to the System

Does not this system do away with the benefit of the telephone, one of the effective selling methods of modern times? Mr. Wilson has not found this to be the case. His customers realize that he is actually giving them goods at lower prices and as a result, are quite willing in return to do their own deliveries. They phone their orders as much as they ever did. But they know that cash and no delivery is the principle of the store and so the children are sent to bring the goods home, or the husband coming home from work drops in to pay for the goods and carry home the parcel. How well the customers have taken to the idea is evinced in one interesting item. There is a hardware store next door, and this store has during the winter sold twice as many sleighs

Interior of the Market Basket Store of J. R. Wilson.

as ever before in its history. In other words the customers are developing their own delivery system. Surely a beneficial result.

The Customer Delivery System a Success

But what about the actual success of the scheme? Have the people generally taken kindly to it? The answer is an emphatic yes. This new system was adopted on September 1916. Since that time Mr. Wilson has not only kept pace with the business done under the old credit and delivery system, but has actually increased that business to an extent that it is hard to credit, a certain indication that there are a great many people to whom the price of things is the all important element in a stores service.

In this connection might be noted some other instances of this system. A Niagara Falls, New York, store has added to this system to the extent of providing market baskets which are sold for five cents each, this amount being returned when the basket is brought back.

The Cafeteria Store

A still more striking modification of this system is in operation in a little town in Kansas. This is what is known as a Cafeteria store, and takes its model from the continental wide popularity of the serve self system. Here the customer enters by one door provides himself with a basket, and takes from the shelves and counters such goods as he may require; such goods being conveniently packaged and plainly priced. In leaving the store the customer passes the office where sits the proprietor the only person connected with the store. Here the goods are checked over and the amount paid after the approved fashion of the quick lunch.

We do not know that these methods are suitable to the trade in general. There is something bizarre about this system of store keeping that might not appeal to the average shopper, but at all events the system adopted by Mr. Wilson has none of these bizarre touches. Moreover it has proved itself successful. It may not appeal to you as a possible method for conducting your particular business, but at least it is an interesting instance of what may be done to meet one of the outstanding difficulties of successful store keeping, and is therefore unquestionably worthy of consideration.

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The annual meeting of the shareholders of the Dominion Canners, Ltd., will be held in Hamilton on Wednesday, March 7.

ONTARIO GOVERNMENT WILL ESTABLISH A BUTTER GRADING STATION

One matter that was strongly urged at the recent Produce Convention in Montreal seems likely of fulfilment in the near future. In the supplementary estimates of the Ontario Legislature there is a provision for the expenditure of $75,000 for the producing and marketing of butter by grades. It is planned to adopt the system at present in vogue in Western Canada. A central grading station with cold storage facilities will be established and operated by the Department of Agriculture, and creameries will send a sample of each day's churn to this station. There it will be tested by the department's experts who will indicate the grade of the output for the day. It is not intended to make the grading compulsory for a time, but it is expected that after the hearty endorsation given to the proposition by the Produce Association that the creameries will realize that it is in their own interest to have such an inspection, as they may expect to receive better prices for goods that show a high standard under this Government inspection. The latest word on this subject is that the actual decision on the matter is indefinitely postponed, but even to have gone this far is a forward step.

Importation of Tea Shut Off

Closing of Colombo and Calcutta Exchanges Have Had the Effect of Shutting off Shipments to London—Canadian Tea Importers Unable to Get Indian and Ceylon Teas—Prospect of Higher Prices

WHAT amounts to almost a total embargo on the shipment of Indian and Ceylon teas from the producing areas to London has become effective through the closing of the Exchange Banks of Colombo and Ceylon. By this means the exports from those countries have been practically shut off. This has affected the Canadian tea markets because the bulk of the tea used in this country comes from India and Ceylon by way of the London tea auctions. The Exchange Banks have been closed in those countries for some weeks now. In the meantime, tea has advanced in the neighborhood of 10c per pound, with the possibility that it will go still higher. There has been very active trading in tea with available stocks in the hands of Canadian tea merchants. When there will be additional supplies of tea come forward is a question for the future. Officials of the Exchange Banks in India and Ceylon state they hope the difficulty will soon be cleared up and that export will be carried on again as usual. The Exchanges have been closed since the first week in January and still remain closed. In the meantime, some Canadian tea importers have cabled for a price on tea to ship by way of Hongkong and the Pacific to Vancouver. They have been advised that the brokers in Colombo and Calcutta would sell only at an open price. Shipment by this route would take in the neighborhood of thirteen to fourteen weeks in the ordinary course of shipment. With freight congestion already acute at Hongkong, there would in all probability be considerable time elapse before tea could be brought in over that route. In a statement by the representatives of the Exchange Banks of India and Ceylon to the Ceylon Chamber of Commerce, the position and difficulty was outlined as follows:—

Banks Explain Situation

"Colombo, January 8, 1917.

"The Chairman, Ceylon Chamber of Commerce, Colombo.

"Dear Sir,—In view of the difficulties which have arisen in connection with the finance of exports from the colony, it appears desirable that the Exchange Banks should make a brief statement to you of the present position and ask you to be good enough to place it before the members of the Chamber of Commerce.

"You are aware of the announcement made by the Secretary of State for India on 14th Dec., that until further notice Council drawings on India would be restricted to a specified sum each week. Prior to this announcement, the banks financing the export trade of India and Ceylon had been able to obtain in London, through the medium of Councils, remittances to India to an unlimited extent. Their requirements during the past few months were abnormally heavy chiefly owing to preponderance of exports over imports, and their operations have now been seriously hampered. The effect has been felt acutely in Ceylon, where the power of the banks to sell on London against their purchases of sterling bills is very limited. Normal conditions can only be restored when it is possible for the Indian Government to permit a free flow of Councils as formerly. Meantime a conference has taken place in Calcutta between the Finance Minister and the banks, when the Government's position was explained. The Government's action in restricting the sale of Councils was shown to have been unavoidable and the Finance Minister stated that as soon as practicable the restriction would be removed. He and the banks were in entire agreement as to the absolute necessity of curtailing commercial operations during the present difficulties, and it is the desire of the Exchange Banks in Ceylon to point out that export trade will require to be restricted within the narrowest limits and that negotiation of bills representing new business will have to be suspended.

Fresh commitments should therefore be avoided. It is also necessary that estate finance bills should be reduced as far as possible.

The banks rely upon the co-operation of the commercial community on the foregoing lines, until the present disabilities are capable of adjustment.—We are, yours faithfully.

"For the National Bank of India, Ltd.,
"(Signed) E. H. Lawrence, Manager
"For the Chartered Bank of India, Australia and China,
"(Signed) M. Morrison, Agent.
"For the Hongkong & Shanghai Banking Corporation,
"(Signed) W. R. McCallum, Agent.
"For the Mercantile Bank of India, Ltd.
"(Signed) F. H. Yeats, Manager.

Production of Tea Large

The Indian and Ceylon teas have almost entirely captured markets of United Kingdom and are gaining ground in Russia and America. While the price of tea has taken a big jump, it is apparently not through any shortage in the tea crop. Messrs. Brooke, Bond & Co., London, one of the largest London tea houses, in their annual review of the tea situation, state that the world's output of tea for the year 1915-16 surpassed all previous records. India, Ceylon and Java, it is stated, have produced 100,000,000 pounds more than during the previous year. In the United Kingdom, during the year 1915-16, the amount of tea imported for home consumption was 304,177,200 pounds. This was less than was imported for the year 1914-15, when the amount was 314,491,767 pounds. But to the consumption in 1915-16 must be added 30,354,116 pounds of all growths cleared from bond for the use of the British troops on the continent, making the total 334,531,316 pounds. For the year 1914-15 the troops on the continent consumed 14,188,845 pounds, which brought the total for that year to 328,680,612 pounds.

Percentage of Indian Teas Large

The percentage of teas consumed in the United Kingdom during 1915-16 was as follows: India, 62.62 per cent.; Ceylon, 24.86 per cent.; Java and other countries, 9.55 per cent.: China, 2.97 per cent. The consumption in the United Kingdom for the year 1914-15 show that Indian teas formed 57.98 per cent.; Ceylons, 28.66 per cent.; Java and other countries, 9.27 per cent.; and China, 4.09 per cent. From this it will be seen that the proportion of Indian teas were larger than Ceylon, and that China teas consumed decreased by almost one-half.

United States Consumption

The United States is more of a coffee-drinking country than Great Britain or Canada, as will be seen from the amount of tea consumed there. Imports of all teas into the United States, however, show a considerable advance during the year 1915-16. Up to July 1 of last year the total imports of tea into that country amounted to 109,865,179 pounds. The greater part of this was Japan and Formosa teas, over 52,000,000 pounds being imported from those sources. India and Ceylon teas to the

(Continued on page 34.)

Florida Frost Proves Serious

Tomato Crop Wiped Out—Will Have to be Replanted—All Early Vegetables Suffer Serious Loss—Many Young Orange Groves Entirely Destroyed—Louisiana and Georgia Also Suffer

THE Florida freeze, reported two weeks ago, appears to be developing into a more serious affair than was at first anticipated.

According to the latest United States Governmental report on the subject, practically all the more tender truck crops, such as peppers, tomatoes, egg plant, cucumbers, beans, and peas, are practically a total loss. The cabbage crop is damaged to the extent of 50 per cent. Celery has been seriously affected, but the actual extent of the damage is not known, and hope is held out in some quarters that the bulk of this crop may outgrow this damage, though the two great celery centres, Manatee and Sanford, report a 40 to 50, and 50 per cent. damage respectively. A good deal of celery being still protected by bleaching boards, escaped serious injury.

From Hastings, Florida, the first large early potato section, comes the reassuring news that the damage there has not been very extensive. The crop that had just begun to show was cut to the ground, but it is thought that the plants will recover from this damage without the necessity of replanting, though some places where the crop was further advanced this will be necessary. In every case, however, the crop will be set back considerably. In the truck sections this setback is of a very serious nature, as it will mean a delay of six weeks, all the plants having to be reset. This will bring the crop on that much nearer to the Mississippi and Tennessee deal, a very serious matter for the Florida grower, though it will probably result in cheaper produce for the consumer in this country.

The whole East Coast section from which the February, March and April shipments are derived, has been practically destroyed. One large brokerage house on the spot states that the loss will run from 90 to 95 per cent. This crop, of course, is being replanted. This, however, leaves the market bare for some six weeks, except for such shipments as may arrive from Cuba, which cannot hope to meet the demand. The situation has been still further complicated by the discontinuance of the Ward Line service between Jacksonville and Nasseau. This service, which used to be tri-weekly, has been discontinued by the company on account of what they describe as the recent developments in the international situation. How these developments would affect steamships plying these quiet waters it is hard to see, but its effect is to cut off a large supply of tomatoes that have formerly come from that source.

The effect of the frost on the citrus crop has been variously estimated. In the northern sections of the State it is admitted that the damage has been severe. In many instances, young groves were so badly injured that they will have to be cut down and rebudded, or, in some instances, entirely replanted. In the southern section the damage, while not so extensive, was in some instances quite severe. It is not expected that there will be a heavy shipment of frozen oranges, as the fruit was so badly frozen that it has softened and dropped from the trees, and only fruit from untouched groves will be available for shipment. The grapefruit crop was not as seriously affected owing to these trees not being as sensitive. While the trees themselves have not suffered to any extent, the fruit has been considerably affected and has softened and dropped from the trees.

The result of these conditions is that there will be a marked decrease in the fruit available for shipment and as a result much higher prices are probable.

Other sections of the South have also suffered considerably from the prevailing cold wave. Reports from New Orleans state that from 50 to 60 per cent. of the vegetables in that section have been destroyed by cold, and southern Louisiana is quite a heavy shipper of these goods, as well as strawberries, to the Canadian market.

Reports from Georgia indicate that there has been a considerable loss in the peach belt there. The Fort Valley and Marshallville section have escaped injury, but all other sections have suffered from 30 to 40 per cent.

The severe cold spell that has effected all the South during the past month will have the effect of materially delaying the shipments of all early vegetables and fruit and will also have a strong tendency to render them higher in price.

Potato Prices Will Likely Decline

High Prices Work Their Own Cure — Stocks Becoming Easier—Merchants Urged Not to Aggravate Matters by Excited Buying.

AMONG all the food products that have made phenomenal advances during the coming year, potatoes stand at the head of the list. They have been advancing ever since the product was first harvested, and of recent date they have climbed to heights that the producers' wildest hopes had never equalled. At present, practically famine prices prevail, and there has been a tendency to revert to the old methods of boycott, that, according to newspaper reports, proved successful earlier in the season.

A CANADIAN GROCER representative called on Mr. Nelles, of the New Brunswick Potato Exchange, to learn what were the circumstances governing these phenomenal prices, and as to whether any relief could be expected.

In outlining the present situation, Mr Nelles stated that he did not believe that there was more than 7 per cent. of the crop of New Brunswick yet to be marketed. The Prince Edward Island potato situation was somewhat more hopeful, though it was impossible to discover just how much stock was still available there. British Columbia and Alberta, he stated, had marketed the bulk of their crop, and what remained was still in pits and would not be available for a month or more yet. This being the case, there did not seem to be on the surface any great hope of easier prices.

Mr. Nelles stated that the newspapers in the larger centres in campaigning against the potato dealer with so much violence and so little knowledge, had in reality defeated their own ends. The Eastern growers, hearing of these investigations and general difficulties, had come to look with suspicion on these larger markets, and consequently they had looked for and found a market in the United States.

Therein lay one of the great causes of scarcity. The export to the United States was a big item, as was also the evaporation of potatoes for the French army, that amounted in one factory alone to ten tons daily.

The only bright spot that Mr. Nellis could see was the fact that such prices had always a tendency to correct themselves. Already more potatoes had been coming in from Ontario points than anyone had believed existed. The present high prices may induce the loosening up

of present holdings and thus have a lowering influence, or, on the other hand, the farmers may themselves become panicky and believing that the top has been reached, hurry to unload their supply. This, of course, would have a depressing effect on price

At present the Toronto prices for ordinary potatoes are $4.25 per bag, whether in one or ten car lots, while Delaware, the New Brunswick potatoes, bring $4.50 to $4.75, with the emphasis on the latter figure.

These prices seem to be entirely out of keeping with the trend of other markets at other points. These Toronto prices are nearly a dollar higher than in the markets further east. There is no justifiable reason for this condition. Unquestionably there is yet a large supply of potatoes in the country. The end of their marketing season is getting near. It is expected that the curtailment of buying will remedy the situation. In any event if he does not unload the farmer will eventually be found with comparatively large stocks on hand, with prices showing a tendency to toboggan.

Indiscriminate buying will only tend to force prices still higher. The CANADIAN GROCER is confident that prices have reached their limit. That a decline is to be expected any time, and that when the stock available in the West reaches this market, prices may be expected to revert to normal.

IMPORTATION OF TEA SHUT OFF

(Continued from page 32.)

extent of 34,000,000 pounds, and China teas about 20,000,000 pounds were imported.

Tea Loss from Submarines Light

While the production of tea during the past year has greatly exceeded that of the previous year, nevertheless consumption has kept pace with production. For some years past consumption and production have kept fairly well in equilibrium. The increased consumption during the past year has been accounted for from the fact that the quality of the crop has been good. The heavy crops have not at any time overstocked the markets because of the difficulty of transit, both from the gardens to the ports and from the countries of production to those of consumption. There has been no scarcity of tea, and although the ships have had to pass through waters infested with submarines, comparatively little tea has been lost. The only shipment that failed to reach its destination was some 2,000,000 pounds of Ceylon tea on board the Clan Campbell, sunk by a submarine in March, 1916.

Prospects for 1917 Crop

The Indian crop of tea for 1915-16 is stated by Messrs. Brooke, Bond & Co. to be 55,500,000 pounds in excess of 1914-15. The quality of the crop was stated to be of only medium quality. From present indications it seems that the 1916-17 crop will be smaller than that of 1915-16, and shipments will in all probability show a considerable reduction owing to freight difficulties. The reduced number of ships available for the carrying trade has already had this effect and large quantities of tea are waiting for shipment both at the gardens and also in the warehouses at Calcutta and other ports. Ceylon produced a somewhat smaller crop in 1915-16 than in 1914-15. The quality of the Ceylon crop was on the whole good.

Big Increase in Freight

Indian merchants are stated to be in a better position than those of Ceylon, so far as freight charges go. Through an agreement with the shipping companies five years ago, Indian tea merchants have been enabled to bring their tea to the London market at a cost of $11.25 per ton. Ceylon merchants, on the other hand, have had to pay rates which have gradually risen to $61.25 per ton. The average price of Indian and Ceylon teas on the London market is generally about the same. Indian growers have consequently had a big advantage in price during the year. The five-year shipping agreement expires in September of this year.

Consumption of Tea in Canada

The amount of tea consumed in Canada in 1916, which came by way of London from India and Ceylon was as follows: Indian, 8,964,855 pounds; Ceylon, 1,181,256 pounds. In the instance of both teas this showed an increase over the year 1915, when the amount consumed in this country was 6,134,657 of Indian and 1,130,160 pounds of Ceylon. Everything points to a firm situation in teas for the year 1917. While the prices locally have advanced, it is stated by importers they have not advanced in proportion with the advances in the primary market in London, where the cheapest tea that was sold in that market at recent sales was 30c per pound. Laid down in this market the cost of this very cheap tea would be in the neighborhood of 33c per pound.

Teas Are Prohibited

Since the above article was written, Premier Lloyd George has announced that the importation of teas into the British Isles would be prohibited. This action by the British authorities was anticipated in the action taken in cutting off exchange with India and Ceylon and which is here given as the reason for the acute situation in tea at the present time. The prohibition of the import of tea into Great Britain will all the more effectually shut off the securing of teas for Canada through the London auctions, although the situation was in effect caused through the prior action which is here described in connection with the Indian and Ceylon tea markets.

DAWN OF THE HAUSECLEANING SEASON

(Continued from page 29)

A Serious Thought in a Frivolous Strain

Perchance this is too frivolous a strain in which to deal with a serious subject But the story is actually this, that Mr. Brown did feature housekeeping goods about the time of the first crocus, and that he did display and instruct his customers in new and varied uses for them, and that the customers did not only come and see, but they also purchased, and at the end of the week Mr. Brown had amassed a total of sales on these lines of goods alone that delighted his heart and brought him to the conclusion that housecleaning was not the curse he had formerly thought it, but a national institution that should be heartily encouraged.

There is a great demand to be met, and Mr. Brown or another is going to meet it, and the man who meets it most promptly with the readiest invention in the matter of display and salesmanship is going to reap a rich harvest, and when he shakes down the furnace late Saturday night, he will shake with a weary hand but a light heart, and a fixed conviction that there is something in the housecleaning idea after all.

WANT BETTER HOTELS

The Northwest Commercial Travelers' Association have, with the co-operation of other representative associations in Calgary, now completed the draft of a bill regarding improved hotel accommodation in the smaller towns of the province and it will be laid before the Provincial Legislature by delegates who will be proceeding to Edmonton shortly.

The draft of the bill has been submitted to the Hon. Duncan Marshall and was favorably commented upon by the Minister. He congratulated the travelers upon the way that the proposed bill had been drawn up.

At a luncheon of the travelers and the representatives of the different organizations who are co-operating, it was pointed out that there was no attempt to dictate to the Government, but the bill was being put forward in concise form as a suggestion as to how improved hotel accommodation might be effected.

The proposed bill was unanimously agreed to by the various representatives present at the luncheon and this will be presented to the Legislature.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

W. G. Irving, Moncton, N.B., has sold his grocery business to J. C. Mitchell.

Quebec

F. J. Hayward, general fish broker, Vancouver, B.C., was expected in Montreal this week on a business visit.

Armand Chaput of Chaput Fils et Cie., Montreal is recovered from his recent indisposition, and back at the helm of business.

W. A. Craven, who represents Chase and Sanborn, the coffee merchants in the Maritime Provinces was a business visitor to headquarters in Montreal this week.

H. D. Marshall Commission Agent of Ottawa, Montreal and Halifax, paid a visit to his Montreal Offices last week.

D. McDougall of the Lake of the Woods Milling Co's. staff in Montreal was absent from his accustomed place this week owing to indisposition.

J. A. Padgett, formerly of the Robin Hood Milling Co's. sales office staff in Montreal is now developing a successful business in his hometown Lindsay, Ontario, with his brother-in-law James Robertson under the firm name of the Imperial Grain Produce Co. Montreal friends of his note with satisfaction his business progress.

The report from Ottawa sources to the effect that there was danger of a famine in fish and fish products has been smiled at in Montreal. According to one well known expert there was never any danger of a fish famine in Canada, and never should be. There may be shortage of some lines, but generally there is a good supply of all fish and with the advent of spring, new sources of supply will be opening up, and the trade can depend on their wants being looked after.

Ontario

Charles E. Potter has resigned from the managing directorship of the City Dairy, Toronto.

C. A. Wedge, grocer, Blenheim, has sold out to Wm. Webb, of Rondeau. Mr. Webb was formerly in business in the Canadian West.

E. B. Thompson, 20 Front street E., Toronto, has purchased the Standard Cocoanut Mills, of Hamilton, which have been established for the past 22 years.

W. J. Baker, of the Chisholm Milling Co., Toronto, is on a business trip to Quebec and the Maritime Provinces, in the interests of his firm. He will be absent a couple of weeks.

The Cowan Co., Sterling road, Toronto, have erected at the Dundas street corner, for the benefit of street car passengers, a very attractive waiting shelter. It is substantially built and contains two seats.

The Canadian Milk Products, Ltd., have moved their executive office, Toronto warehouse, and small packaging department to 10-12 William street, Toronto. The accommodation of their new location will enable them to render their customers more and better service.

The Aylmer Canning Company's factory, Hamilton, was partly destroyed by fire on February 19. The damage amounted to $1,500. The loss is composed chiefly of canned goods, jams and boxes used in packing, while some damage was caused by water flooding the first and second floors. The building is owned by the Dominion Canners.

It is announced that the new beef killing plant of the Wm. Davies Co., Toronto, with a capacity of 500 head a day, will be in operation by the middle of March. Construction has been under way since July and building permits totalling $10,000 in all have been taken out to cover the addition of this plant, as well as some other improvements. In addition to the erection of a very modern beef killing plant, the office space has been greatly enlarged. In all, four permits were taken out, the first being for $10,000, the second for $15,000, the third for $25,000, and the most recent one for $60,000.

Western Provinces

Fred W. Cardno, Thornhill, Man., has sold out.

Wm. Mellin, Greenway, has sold to R. R. Hutchinson.

Radloff Frank & Sons, Star City, Sask., have sold out.

Rabinovitch Bros., Regina, Sask., grocers, are selling out.

Guy Henry, Calgary, Alta., is selling his grocery business.

Israel Cohen, Regina, Sask., has sold his grocery business.

Forbes & Diakon, Rama, Sask., are removing to Buchanan.

McKinnon & Bain, Foremost, Alta., have recommenced business.

J. T. Lake, Squamish, B.C., has sold out to R. MacKenzie & Co.

Crozier Bros., Wolseley, Sask., is selling to Stephens and Lucking.

Aaron Singer, Scott, Alta., has discontinued the branch at Covel.

L. B. Sisson, grocer, Pilot Mound, Man., has sold his business.

G. S. Orchard, Winnipeg, has commenced in the grocery business.

Farmers' Supply Co., Beadle, Sask., has been succeeded by F. J. James.

T. D. Lamb, Macgregor, Alta., baker and confectioner, has added groceries.

A. Beriche, Beaumont, Alta., general merchant, has removed to Lac St. Anne.

Neepawa Bargain Store, Neepawa, Man., has been succeeded by A. M. Shell.

A. Abramovitch, Bladworth, Sask., has sold his grocery stock to Miller Bros.

Scott Bros., Windsor, have sold their grocery business to Mailloux and Parent.

A. D. Cardno, grocer, Darlingford, Man., has sold his business to J. Broadbent.

D. G. MacDonald, Portage la Prairie, Man., is discontinuing his grocery business.

John Uhryn, Wakaw, Sask., dealer in groceries and dry goods, has commenced business.

D. Brownstone, Herbert, Sask., has sold his Rush Lake store to A. H Loeppky.

Rogers Bros., Tofield, Alta., have sold the Kingman store to Meeting Creek Trading Co.

Dauphin Grocery, Dauphin, Man., have sold the stock of their grocery store to Buckwold & Katz.

A. Ward, Bladworth, Sask., has been succeeded in his grocery and confectionery business by Miller Bros.

W. H. Halford, Montreal, representative of Furya and Nishimura, tea importers, is expected in Winnipeg this week.

P. T. Strong, sales manager for the Acadia Sugar Refinery, who has been on a business trip through Western Canada, returned to the East last week.

A directors' meeting of the W. H. Escott Co., Winnipeg, was held last week. T. H. Kaveney, Regina manager, who is a director, was in the city attending the meeting.

Milton Bretz and A. Currie, of Winnipeg, intend to open a general store at Watrous, Sask., and will handle a com-

plete general stock. This business was formerly run by A. Bentley.

John Condie, formerly buyer for Laing Bros., wholesale grocers, Winnipeg, has been appointed manager of the grocery department of the Merchants' Consolidated, Ltd., Winnipeg.

C. H. Grant has just returned to Winnipeg from a business trip to New York and Montreal. He has been appointed representative for W. R. Grace & Co., New York, importers of coffee, spices, and dried fruit.

Work commenced last week on the basement for the new Diamond P. store, Peace River, Alta., which will be thirty-three feet by fifty feet in length, two storeys high. C. C. Sinclair, manager, is now in the east purchasing.

R. E. Creighton, manager of the grocery department of Merchants Consolidated, Ltd., Winnipeg, together with other officials, is attending conventions of this company's shareholders at Regina, Calgary, Edmonton and Saskatoon.

The Scott-Bathgate Co., following their fire, are now located in temporary premises at 143 Portage avenue E., Winnipeg, where they have every facility for carrying on business as usual. They will occupy these premises until their offices are rebuilt, operation on which will begin at once. They have taken aggressive steps to cope with the situation, and report that they are able to take care of all orders.

J. E. Ganong, president of Lever Bros., Ltd., Toronto, visited Winnipeg last week in company with three directors of the parent Lever concern in England. The directors are as follows: J. L. Buchanan, C. E. Ferguson and J. L. Tatlow. They passed through this country in October on the way to Japan, Australia, and other countries, where Lever Bros. have interests, and on their return were met at Vancouver by Mr. Ganong, who is showing the firm's plants in Canada.

Driven by want, but yet fastidious, burglars broke into two Winnipeg stores during Sunday while the weather was 30 degrees below zero, and while hundreds were passing by. They took flashlights from one store to light their way within the second. There they selected $15 worth of expensive bon bons, and made off. The store was that of J. D. Score, 463 Portage avenue. The burglars were interrupted by the entry of M. G. Score, the junior partner of the firm. Unable to open the safe, the men took several boxes of choice bon bons and some gum, valued at $15 altogether.

A. P. Christie, a veteran resident of Winnipeg, who has been in the grocery business in that city for 32 years, died at the Ninette Sanitorium a short time ago. Mr. Christie was born in Aberdeen, Scotland, seventy years ago. He moved to Winnipeg in 1885 and established a grocery business, which he has conducted ever since. Mr. Christie has been in poor health since the summer. The death of his wife on Christmas Day proved a heavy blow to him, and since that time his condition has gradually grown worse. Mr. Christie was a well-known figure in the city and closely associated with many organizations. His loss will be keenly felt by his many friends both in the trade and out. The business will be continued by his son, Charles E. Christie.

DEATH OF JOS. McADAM

Joseph McAdam, at one time associated with his father in the grocery business at St. Thomas, under the firm name of J. and J. McAdam, died at the Toronto General Hospital, on February 16.

Told 'Round the Cracker Barrel

The Laugh on Him

Mr. Jones had recently become the father of twins. The minister stopped him in the street to congratulate him.

"Well, Jones," he said, "I hear that the Lord has smiled on you."

"Smiled on me?" repeated Jones. "He laughed out loud."

A Limit to All Things

Sandy (who is working his better half for a small loan): "Ye ken weel, Maggie, if you wis tae dee, I should gang daft."

Mrs. Sandy: "An' then ye'd marry again, I suppose!"

Sandy: "Na, na! I wouldna gang as daft as that."

"The Most Unkindest Cut"

Ed. Cook was a butcher with considerable native wit. One day just before dinner, when his shop was full of customers, a man whom he did not like very well came in and asked for a dime's worth of dog meat.

"All right," said Ed; "will you have it wrapped up or just eat it here?"

Tit for Tat

Artist (in the course of answering the numerous questions of a rustic who is watching him "landscape"): "Of course I shall paint in the cow as well!"

Rustic (after due deliberation) "Serve 'er right. She kicked me once."

Loaded

Inquisitorial Lady: (talking to a wounded soldier in a hospital): "And how many Germans did you kill?"

Bored Tommy: "I don't know how many; but once my mate shouted, 'Shake your bloomin' bayonet, Bill: there's six on it!"

Slightly Doubtful

They were in the heat of a political contest and were eagerly canvassing the chances. "That reminds me," said one, "of a man I knew in the West who was running for sheriff. He travelled all over his county and tried to get votes. One day he came across a farmer and asked him to vote for him.

" 'Why, dodgast your measly hide!' yelled the farmer; 'I wouldn't vote for you for anything if you was the last man on earth! I'd poison myself before I'd vote for you for anything!'

" 'If that is the case,' said the candidate, 'I'll just mark you down as doubtful!' "

A Full Day

At a recent dinner one of the speakers said that a friend of his, named Cassidy, went to mass and heard the priest preach on the Judgment Day. After the services he waylaid the clergyman.

"Father," inquired Cassidy, "I want to ask you something. You say that when the trumpet blows on Judgment Day everybody who ever lived in this world will come before the Judgment Seat to be judged for their sins on earth?"

"I so stated."

"Will Adam and Eve be there?"

"Undoubtedly."

"And Cain and Abel?"

"To be sure."

"And Roosevelt and Wilson?"

"Yes certainly."

"And will Sam Hughes and Mr. Borden be there?"

"Why unquestionably they will. I told you everybody would be there."

"One thing more. Will Hogan that had me in the magistrate's court last week and me both be there?"

"I tell you, Yes."

"Then there'll be dam' little judging done the first day!" said Cassidy.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

MARKETS AT A GLANCE

POTATOES during the week have been an object of more than unusual interest. They have mounted to such high levels that the consumer apparently has decided to get along without them. Commission men state the demand fell suddenly flat during the first part of the week. With the arrival of Western potatoes and Prince Edward Island stocks, it is anticipated there will be a drop in prices in the near future. Consumers in the meantime have turned their attention to rice as a substitute and a heavy demand has already set in for this commodity.

Sugar held steady in price during the week with a firmer tendency in raws on the New York market. Flour was also stationary. Tea has continued in a firm position at high levels reached last week. There is eagerness on the part of importers to find out whether the embargo placed on the export of tea from Great Britain applies to stocks that had previously been purchased. Some package teas have again registered an advance. Lard is higher in price. Storage eggs are all cleaned up, but new-laids are reaching the market in larger quantities and the price is easier.

Advances in price of other lines include corn syrup, package cereals, brooms, package soap chips, light weight paper bags, lima beans, tapioca, vegetables, oranges, grapefruit. Advances are taking place on many lines put up in tin containers. The great scarcity and high price of tin plates have caused no end of trouble to can manufacturers and prices have gone to unprecedented levels. In cases where solder is used high prices have also to be paid for this metal. The announcement of prohibition of coffee imports into the United Kingdom had the effect of lowering coffee prices at New York.

QUEBEC MARKETS

MONTREAL, Feb. 28.—Among the general features of the market this week are found advances in table syrups and salt, the latter commodity being raised by 25c to 60c per barrel in price, according to the size of the cotton fabric bags used for the salt. This is not a salt advance so much as a container advance. Flour is not moving much in price at present. Vegetables are on the climb, but potatoes, which reached $3.50 per bag early in the week, showed some uneasy tendencies later, and one firm offered "spuds" at $3. Press publicity has been strongly drawn to potatoes this week. Lamp chimneys have again advanced by 2½c per dozen. Bulk cocoanut is quoted at 3c a pound higher by one large firm. Arrival of certain welcome consignments of imported British goods, including jams, pickles, and also some Norway sardines, in spite of submarine "frightfulness," is noted by wholesalers interested, and these goods add to depleted assortments.

SUGAR.—Actually there are more centrals operating in Cuba at present than were working at the highest point of production last year, but it is impossible to say how far the output is going to be affected by that fact. The revolution has disturbed things considerably, and reports from Cuba are still very uncertain. There are 186 centrals working this week. Last year at this time there were 173 centrals in operation. The highest point in production last year was attained with 175 centrals running.

FLOUR AND SUGAR STRONG

While CANADIAN GROCER is about to go on the press the position for both flour and sugar is one of strength which seems to point to high prices in these commodities. The wheat market at Winnipeg for cash article closed 3⅛c higher on Wednesday and this has placed flour in a strong position with advances anticipated in some quarters. Raw sugar on the New York market advanced ¼c on Wednesday and Canadian refiners are holding their sugar firmly. One refiner withdrew quotations to manufacturers and quoted on the same basis as to wholesale trade.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 45
Acadia Sugar Refinery, extra granulated	7 35
Wallaceburg sugar	7 35
Special icing, barrels	7 45
Yellow, No. 1	7 05
Powdered, barrels	7 55
Paris lumps, barrels	8 05
Crystal diamonds, barrels	8 05
Assorted tea cubes, boxes	8 05

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs, and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Lobster Prices Are Now Announced

CANNED GOODS.—Practically all the California canned asparagus offered this season at advanced prices over last season's quotations has been bought up. There is a good demand, and increasing, for this line of canned goods. Gallon blueberries are reported all but off the market till next season's crop. Demand in general for canned goods is fairly well maintained. The shortage of sockeye salmon last pack, and the fact that Lloyd George has banned canned salmon from the British market meantime, makes it extremely likely that the pack of sockeyes this season (if there is a run of the fish) will be all absorbed in Canada. No Canadian sardines are available at low prices now, owing to scarcity. Hawaiian pineapple and Singapore pineapple in cans are very hard to get at present. Canned lobster prices announced this week and compared with last year's prices are higher. Half-pound flats in 8-dozen cases are $3.17½ dozen. Last year's price was $2.95. One pound flats, 4 dozen to case, are $6.05 dozen. Last year they were $5.50. One pound talls, 4 doz. to the case, are $6 per doz. Last year these were $5.50 per doz.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 60	1 60
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Market Still Steady In Dried Fruits

Montreal

DRIED FRUITS.—Good evaporated apples are exceedingly scarce, and command higher prices when they can be had. Though not noting any very brisk demand as yet, the market for dried fruits is steady, and responds a little to Lenten requirements. There has been a shading down in one case of sulphur bleached raisins from California, one large firm reducing the price for these

by half a cent a pound. As the early crop reports incline towards firmness of market for next season, and as stocks in first hands are not considered large at present, there should not be any lasting weakness of tone in the market for raisins. Imported currants are presenting every element of uncertainty as regards the Greek crops. Australian goods are expected, but at firm prices. Shortage of ships is going to make difficulty all round, and especially so in the matter of dried fruits from foreign lands.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	0 11½	0 12½
Apples, choice winter, 50-lb. boxes	0 11½	0 12½
Apricots (old crop)	0 18	0 19
Slabs	....	0 19
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 12	0 13
Pears, choice	....	0 15
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 12
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 12½
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanish (new), mats, per mat.	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 160, in 25-lb. boxes, faced	0 10	0 11
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 12½
Muscatels, 4-crown, lb.	....	0 13
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 11¼	0 11¾
Choice seeded, 16 oz. pkgs.	0 10¾	0 11
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 12

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses Very Firm; Corn Syrups Advance

Montreal

MOLASSES AND SYRUPS.—There is uncertainty in the market for molasses at present, due to the difficulties of transportation of the new crop. By no means as much new crop molasses is being handled locally as was the case this time last year. Prices keep steady, and a big demand is looked for before the snow roads in the country give way. While prices remain for the most part as quoted below, one wholesale house quoted a cent lower on the choice quality in the three packages mentioned. Country prices three cents lower per gal. Corn syrups have advanced a quarter of a cent a pound, according to wholesale houses, and the prices of these, as quoted by the manufacturers, are altered as under. The high cost of corn has had an unavoidable effect in this case. The advances are 20c a case on all packages except the glass jars, which are unchanged, and a quarter of a cent a pound on bulk syrups, with wooden pail packages 5, 10, and 15 cents higher in each case.

	Prices for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 65	0 60
Barrels	0 68	0 63
Half barrels	0 70	0 65

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 45
5 lb. tins, 1 doz. in case, case	3 85
10 lb. tins, ½ doz. in case, case	3 75
20 lb. tins, ¼ doz. in case, case	3 70
Barrels, about 700 lbs.	0 04¾
Half barrels, about 350 lbs.	0 05
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 75
3 gallon wooden pails, 38½ lbs. each, per pail	2 50
5 gallon wooden pails, 65 lbs. each, per pail	3 85
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 95
5 lb. tins, 1 doz. in case, per case	4 35
10 lb. tins, ½ doz. in case, per case	4 25
20 lb. tins, ¼ doz. in case, per case	4 20

Nuts in Firm Market Despite Shadings

Montreal

NUTS.—While the market notes some price alterations in certain nuts in the downward direction, no retailer would be well advised in taking this fact as an indication that nuts are coming down in price generally. The lowering of prices at the present time is calculated to stimulate demand, but new crop importations are still costing more than the jobbers' selling prices of last season. Shelled peanuts have had a marked advance in the primary market, going up 3c a pound. There is probably a big call for these nuts for oil-producing purposes. They are being quoted at 12½c a pound (to the jobber), as compared with 9½c last week. The lines reduced a little in price this week are Tarragona almonds, which are shaded down a cent a pound, and Sicily filberts, which are down ½c a pound, both alterations made by one large wholesale firm.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	....	0 13
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	...	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 46

Canadian Beans Scarce; Good Demand

Montreal

BEANS.—Good beans grown in Canada are scarce. There are more plentiful offerings now of beans grown by Canadian farmers, who have been holding on to their crops, watching prices rise, but still the first-class hand-picked article is none too plentiful, and even the good qualities of pickers are so scarce on the market that they command good prices. Farmers who have held on to crops until the last moment may find competition in the market later on which will tend to reduce prices, but for the time being it looks as if good beans were bound to command their price, and imported beans are not as yet able to oust the Canadian product. Some wholesalers are not carrying peas in stock, owing to poor quality of offerings. Quality is what counts in the dried vegetable market.

Beans—		
Canadian 3-lb. pickers, per bushel	7 20	7 50
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Rice Market Looks Like an Advance

Montreal

RICE AND TAPIOCA.—Since one Western firm advanced the cost of rice, the market for this commodity in the East has been rather apprehensive of possible advances by the Eastern concerns also. So far this apprehension has not been realized, but the market is still inclined to anticipate advances, and one large wholesaler is even inclined to think the advance may go as high as half a cent a pound on the selling price. At present, of course, rice is one of the cheapest foods, if not actually the cheapest on the market, and owing to the high price of potatoes there has been a big demand for rice as a substitute. The market now is firm, with active demand. No "cheap" rice is being offered to the wholesalers by any milling concern now. Tapioca is still in exceedingly firm market, with supplies shorter, and the prospects of getting more from primary markets rather uncertain. Tapioca prices are not altered this week, however.

Rangoon rice, per 100 lbs.	4 30
"Texas" Carolina, per 100 lbs.	7 00
Real Carolina, per 100 lbs.	8 00 8 50
Patna (fancy)	7 50
Patna (good)	4 50 6 50
Siam, No. 2	.... 4 50
Siam (fancy)	.... 5 75
Tapioca, per lb.	0 10 0 10½

Cocoa Unchanged; Chocolates Brisk

Montreal

COCOA.—There is no market change to record this week as regards cocoa, but the demand for the beverage continues good, and the Canadian consumer seems to be absorbing his or her share, even though Lent is here. It is believed that cocoa as a beverage is capable of coming into decreased use during Lent, and the influence of the rising market for tea is being watched with interest by those concerned in the selling of cocoa. Curiously enough, considering that chocolates are taboo by many during Lent, the demand for all kinds of chocolate confections has been found greater in the month of March by at least one important Canadian manufacturing house.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Coffee Still in Quiet Market

Montreal—

COFFEE.—Although tea is still considered less of a luxury than coffee, there are chances that coffee will be more widely used in Canada now because of the steady advance of the tea market. Consumers, whether rightly or wrongly, begin to figure on economizing in tea by using coffee, and coffee remains undoubtedly in about the only really moderate priced market as compared to pre-war conditions in markets at large. The probable cutting off of some coffee importations to Britain will still further deaden the market on the American continent, but when the war is over what excellent qualities of coffee those long stored up surplus crops of coffee beans should produce, for coffee is a commodity which improves when stored in the primary market condition.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Tea Still in Firm, Strong Market

Montreal

TEA.—Conditions as affecting the tea market this week are the same as described last week, only, if possible, more intensified. The prices have again advanced by another couple of cents on the lines usually quoted in this column. The effects of the British embargo upon the importation of tea remain to be estimated. No one is quite certain yet what effect this sort of influence may have on the former system of speculative holdings of tea in London. Direct shipments of teas to Canada from India may perhaps be found to alter the situation. Indian tea importations are to be restricted by Britain, and foreign importations shut off. Japan teas are also in much firmer market this week, and stocks of last year's growing in first hands are infinitesimal, practically nil in comparison with market needs. New season's crop arrangements are going ahead satisfactorily, but the firmest of market conditions prevail, and retailers are buying briskly to keep themselves supplied in case of further market disturbances. Some wholesalers mention sufficient stocks of black teas to carry on their customers for a time; others hint at dwindling stocks.

Pekoe Souchongs, per lb.	0 34	0 36
Pekoes, per lb.	0 38	0 41
Orange Pekoes	0 43	0 45

Advancing Spice Market is Evident

Montreal

SPICES.—What is called now the "Menacing" lack of tonnage on the oceans is affecting the spice market formidably. Future cargoes and smaller shipments are most uncertain. Spot stocks of pepper are now said to be the smallest on record for half a century in New York, and though Montreal grinders have stocks still to work upon, the situation as to the future is ominous. Certain cargoes contracted for in Java and the Straits Settlements are subject to serious risks now, and much uncertainty. Jamaica ginger has advanced this week in the price quotations in Montreal. Pastry and pickling spices are also up. Cream of tartar has advanced. Cloves are in uncertain market. Nutmegs are undisturbed but uncertain. There is little change as regards cassias, and all the gingers are higher in the primary market. Seeds are all high and in firm market. Mustards are in better demand and firm market. The embargo on English mustards is likely to increase demand for Canadian mustard. The advances on spices are being expressed in the trade now by smaller quantities in the tins except where sold by weight, when, of course, full weight is given, but a higher price charged.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 27	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 36
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—50c to 55c.			
Ginger (pure)	....—0 20	....—....	....—....
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	0 30—0 35	....—1 15	....—0 40
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 45	....—0 80
Peppers ,black	....—0 30	0 27—0 95	....—0 40
Peppers, white	....—0 37	1 17—1 22	....—0 39
Pastry spice	....—0 25	0 25—1 20	....—0 29
Pickling spice	....—0 25	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)	....	0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	....	0 25
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole	....	12-15

New Potatoes Appear In Noble Company

Montreal

FRUIT AND VEGETABLES.—New potatoes have arrived on the market and are selling at $10 a barrel of about 150 pounds. Potatoes, old and new alike, are now well into the luxury class of goods, and demand is reduced in proportion as prices have advanced. Many housekeepers have decided to leave potatoes out of the bill of fare much as they may be missed. It is believed by the wholesalers that quite a few potatoes are still available in the country, and that the high prices prevailing will bring these forward now, thus tending to maintain the price at about the level now asked, viz., $3.50 per bag. United States demand is still said to be drawing potatoes out of New Brunswick. Beets and carrots have advanced this week. Red onions have gone up two dollars a bag owing to scarcity. Spanish onions are off the market. So is California celery, but Florida celery is in. Spinach has appeared. Cauliflower is also available, and all the fruits and vegetables continue in firm market. The Imperial Government's coming embargo on apples will probably release a considerable quatity of export apples from the ports on the East Coast, and may produce a run of better quality fruit at the prices now maintaining, which will mean a better demand.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	3 25	3 75
Oranges (Floridas)	3 00	4 00
Oranges (Calif.)	3 50..	4 75
Grape Fruit	2 75	3 00
Lemons	4 25	4 50
Apples—	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	8 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 50
Russets	7 00	5 50
Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (Florida), per crate	6 50	6 75
Onions, red, per bag (75 lbs.)	....	6 00
Onions, Spanish, per crate	....	7 00
Onions, Spanish, ¼ crate	....	2 50
White onions, per bag (100 lbs.)	....	6 00
Potatoes, per bag (80 lbs.)	....	3 50
Potatoes (new) per bbl. (150 lbs.)	....	10 00
Carrots, per bag	....	1 50
Beets, per bag	....	1 50
Parsnips	....	1 50
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	2 70
Tomatoes, hothouse, lb.	....	0 25
Tomatoes (Florida), per crate	4 00	5 50
Tomatoes (Cuban) crate	....	3 50
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	6 00
Cabbage (new) New York crate	....	5 50
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket	....	9 00
Beans, U.S. green, basket	....	9 00
Leeks, per doz. bunches	....	3 00
Parsley, doz.	0 50	1 50
Mint, doz.	....	0 50
Watercress, doz.	....	0 60
Spinach, per bbl.	....	7 00
Spinach (Canadian) hamper	....	1 50
Rhubarb, per doz.	....	1 50
Eggplant, per doz.	....	3 00
Cauliflower, crate	....	4 25

Lobsters 65 Cents; Big Lent Fish Trade

Montreal

FISH.—The fish trade at present is going through a very active period. Conflicting reports are going the round about supplies which tend to make the market very erratic. It is true that some lines are very short, but other lines are found in good quantities. Taken altogether, there is no cause for anxiety. Enough fish of all kinds is in sight to supply the trade, and meet general requirements. Prices as a rule have not advanced, and should not show any material advances for some time to come. The bulk of the retail trade has been supplied in anticipation of the Lenten demand. Reports published from time to time recently in this column have kept the buyers informed as to the situation and the trade has in general bought sufficiently to cover needs. The great problem that is

now confronting the fish trade is the delivery problem. The freight service has been and is still very poor; fish is perishable, especially frozen fish, and at this time of year when a break in the weather is in the probabilities this difficulty may seriously affect the frozen fish trade. Conditions as described in previous reports still continue, and there may be advances in prices of pickled and salt fish of all kinds, also in lake fish, though it is hoped that more propitious weather will bring forward larger supplies. There have been good hauls of tommy cod, and these will help the fish situation during the present demand. Fairly good supplies of fresh haddock and cod fish are reported from the East. There are also indications from the West that supplies of fresh fish can be expected from that quarter. The embargo which has been placed by the British Imperial Government on the importation of canned salmon and lobsters will result in these lines being easier in price for future deliveries. Trade in shell and bulk oysters is now resuming normal conditions. Demand is fairly good and prices are maintained. Live lobsters are higher in price again this week, and still the chief of fish luxuries, but with better weather anticipated, the price should go down before long.

SMOKED FISH		
Haddies	0 12	0 13
Haddies, fillet	0 16	0 18
Digby herring, per bundle of 5 boxes		1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		9 00
Salmon (Labradmor), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		15 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 50
Codfish (Boneless), Blocks "Ivory" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 65
Prawns, Imperial gal.		3 00
Sbrimps, Imperial gal.		2 50
Scallops		3 00
FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.	0 09	0 10
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 09	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.		0 10
Dore	0 12	0 13
Smelts, No. 1		0 15
Smelts, No. 1 large		0 20
Oysters—		
Selected, gal.		2 00
Ordinary, gal.		1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.		12 00
Clams (med.) per bbl.		8 00
FRESH FISH.		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod		0 08½
Carp	0 10	0 11

ONTARIO MARKETS

TORONTO, Feb. 28.—Great interest is being shown by wholesalers in the developing demand for rice on the part of consumers as a substitute for potatoes. Commission dealers report the demand for potatoes during the week dropped suddenly. Already there is evidenee that consumers are buying riee in good quantities. About the only commodity in whieh there is signs of lower prices is in eggs. Good supplies of these new-laid eggs are being brought in from the Chicago distriet where the priee has dropped about ten eents per dozen during the week. In the local market there have been lower priees quoted. With the coming of milder weather eggs are expected to go mueh lower. Teas have continued in a very active market and higher prices are anticipated. As to the effeet of the prohibition of certain groeery eommodities into Great Britain it is generally felt that tea will be still firmer and that coffee will have a tendeney to be easier. The effeet on sugar is considered doubtful.

Raw Sugars Again Take Turn Upward

SUGAR.—The weakness noted in raw sugars last week has again disappeared from the primary market in New York and they are again quoted ¼c higher than the low point reaehed of 5.02c., duty paid. Sales were made during the first part of the week on the basis of 5.27e. per pound. From well-informed authorities the opinion is expressed that the sugar erop in Cuba this year will searcely come up to that of last year when the yield was 3,007,915 tons. During the first part of the eampaign the estimates were plaeed in the neighborhood of 3,400,000 tons for the present eampaign. The matter of production, however, is still problematical. It is asserted the politieal disturbances in the Island have been long enough sustained to cause a diminution in production that cannot be made up ere the rainy season starts in June. This fact taken together with the baekward season in starting grinding is acting as a factor to restriet production. Furthermore, there are shortages of sugar in Russia and in the Argentine and these countries have been in the market for sugar. Stocks in dealers' hands in the United States are very light owing to the fact that refiners have had labor troubles and could not supply the trade. An instanee is quoted in that country where a retailer owing to the searcity of sugar had secured as much as 28c. per pound for sugar. No reports have come from the entire Island of Cuba reeently as to the number of centrals grinding there. In the face of the apparent shortage of sugar in eertain quarters well-informed men on the sugar situation are inclined to doubt whether the recent prohibitive measures of Great Britain shutting out eanned goods eontaning sugar would have any appreciable effect on the market in a downward direetion. In Canada priees have held steady during the week. Demand has slackened considerably.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 53
Acadia Sugar Refinery, extra granulated	7 43..
Dominion Sugar Refinery, extra granulated	7 43
Yellow, No. 1	7 13
Special icing barrel	7 73
Powdered, barrels	7 63
Paris lumps, barrels	8 13
Assorted tea cubes, boxes	8 13

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Quotations on Soups Have Been Withdrawn

SOUPS, SYRUPS, BROOMS, PAPER BAGS, SOAP CHIPS.—Announeement has been made that the manufaeturers of Clark's soups have withdrawn their quotations from the market temporarily owing to the diffieulty they are meeting in seeuring tins. The withdrawal of priees is taken by some wholesalers to presage announeement of advanees in the near future. Following the recent advanee in Campbell's soups a temporary embargo has been plaeed on the sale of tomato soup manufaetured by this eoneern. Orders turned in on the recent advance were so heavy that the eompany deeided not to take any further orders until present ones are eleaned up somewhat. Corn syrups in the Crown, Beehive and Lily White brands have all advanced 20c. per case on all sizes of tins. In the glass jars of corn syrup there has been no ehange. On the 25-lb. pails the advanee has been 5c. per pail, on the 38-lb. pail 10e. and on the 65-lb. pail 15c. eaeh. Bulk syrup has advanced ¼c. per pound. Brooms have advaneed 50e. per dozen by one of the manufaeturers and K1 is now quoted at $6.50 per dozen, K2 at $6.25 per dozen, Kx at $5.50 and Majestie to $7 per dozen. Package soap ehips have advaneed 25c. per case and are now selling at $4.25. Old Tyme syrup has advanced approximately 10 per eent. and eases of 24 pint bottles are quoted at $6, eases of 24 pint tins at $6, eases of 12 quart bottles at $4.75, eases of 24 quart bottles at $9.50, eases of 12 half-gallon tins at $9.25 and eases of six one-gallon tins at $9.10. Light weight paper bags have advaneed 5 per eent. and are now quoted net list instead of a diseount of 5 per eent. as formerly.

Firmer Tendency in Canned Corn During Week

Toronto

CANNED GOODS.—There has been a firmer tendency in certain quarters in canned corn and an increase of 10c. to 15c. per dozen recorded. These are now quoted at $1.65 to $1.70. All other canned goods held steady in price, with a continued good demand for peas and salmon. Holdings of canned salmon in the United States Eastern markets at present is reported low. With the shutting off of 50 per cent. of the imports of canned salmon into Great Britain and with the coming season being the year of the big run at the West Coast there is a disposition to look for cheaper salmon before the present year is over.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz	3 00	3 25
½ flats, cases 8 doz., per doz	....	2 00
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 75	1 80
Cohoes, ½-lb. tins	0 95	1 00
Cohoes, 1-lb. talls	2 40	2 50
Red Springs, 1-lb. talls	2 35	2 75
Canned Vegetables—		
Tomatoes, 2½s	2 25	2 40
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	....	1 35
Asparagus tips, doz.	2 75	3 00
Corn, 2's, doz.	1 60	1 70
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 35	2 75
Do., 1s, doz.	....	1 45

Corn Syrups Have Advanced 20c Per Case

Toronto

MOLASSES AND SYRUPS.—An advance of 20c. per case was made effective in the price of corn syrups during the week. The firmness that has been noted in this market in recent weeks in these columns has found outlet in higher prices. Bulk corn syrup has advanced ¼c. per pound. Some of the manufacturers have found it necessary to close their factories owing to their inability to get corn supplies from the United States. Molasses continues in steady market with prices unchanged.

Corn Syrups—	
Barrels, per lb.	0 04¾
Cases, 2-lb. tins, 2 doz. in case	3 45
Cases, 5-lb. tins, 1 doz. in case	3 85
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy Barbadoes, gal.	0 75
West India, half barrels, gal.	0 42 0 44
West India, 10-gal. kegs	0 50
West India, 2-lb. tins, 36 in case	3 50

Fards and Sayer Dates Are on the Way

Toronto

DRIED FRUIT.—The second shipment of dates destined for this market are now on the ocean and are due to arrive at New York on March 5. If the ship does not get bagged by a submarine these dates should be in the local market some time about the middle of the month. In the shipment are some Fards and Sayer dates, which will be the first to reach this market this season, provided they get here. Prices have been withdrawn on bulk dates by importers until the arrival of this steamer. Prunes at Coast points continue in firm market wirh stocks light and held in a few strong hands. Four cars of California raisins arrived in the local market during the week. Stocks of raisins at the Coast are apparently fairly heavy yet, but they are held in strong hands. Dried peaches and apricots are in light supply and prices are firm.

Apples, evaporated, per lb.	0 12½	0 13
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	3 10	3 25
Dromedary dates, 3 doz. in case	3 85	4 00
Hallowee, per lb.	0 11	0 12
Figs—		
Taps, lb.	0 05½	0 06½
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	....	0 13½
40-50s, per lb., 25's, faced	0 12½	0 13
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lh., 2s, faced	0 09½	0 11
80-90s, per lb., 25's, unfaced	0 11½	....
5-lb. tins	....	0 65
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 09½	0 10½
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Prohibitive Details Awaited With Interest

Toronto

TEAS.—Local tea men are awaiting with interest some more definite announcement as to how far the embargo on shipments of tea from Great Britain will be made absolute. There is a question as to whether the embargo includes stocks that have been purchased there but not yet shipped. If this turns out to be absolute the local tea situation will become more acute. Importers are endeavoring to make arrangements to bring teas direct from Ceylon without calling at Hong Kong, while others again are looking to bring them direct by way of Boston. But there will still be the difficulty of getting shipping to carry the commodity over these routes. At any rate it will take in the neighborhood of three and one-half months at least to get teas here over these routes. Locally stocks are light and before relief can come from that source they will be very much shorter than they are at present. For existing stocks prices held fairly steady locally during the week, there being a disposition to ask more for broken Pekoes, however. At the Indian tea auction in London on Monday prices were quoted up 1½c. per pound. This does not signify very much at present as these teas cannot be shipped out. Trading has continued heavy in teas on the local market. In package teas Ridgways has advanced 2c. per pound on Capital Household, 6c. on Old Country, 6c. on Five O'Clock, making the selling prices respectively 41c., 48c. and 54c. per pound.

	Per lb.	
Pekoe Souchongs	0 35	0 37
Pekoes	0 36	0 40
Orange Pekoes	0 37	0 40
Broken Pekoes	0 38	0 42
Broken Orange Pekoes	0 40	0 45

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movements.

Lloyd-George Speech Sent Coffee Down

Toronto

COFFEE.—The announcement of the prohibition of coffee into the United Kingdom had the effect of sending coffee to lower levels in the market in New York. In the local market, however, there was no change in the price of coffee. The speech of Lloyd George acted as a bearish element not so much from the fact that coffee would be shut out of the United Kingdom as from the fact that Italy and France may follow the lead of Great Britain in this respect. Great Britain is not a heavy consumer of coffee and what she does take comes mostly from other parts of the Empire. Brazil coffees are consequently not affected materially because they cannot get into that market. Italy and France, however, are big consumers of coffee and should that market be shut off there will be a surplus of coffee. Under the stress of these factors there was heavy selling of coffee in the New York market on the day of the announcement, some 266,000 bags changing hands. Demand for coffee in the local market continues good.

Rogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17

Black Pepper Much Higher in Primary

Toronto

SPICES.—Due to the influence of submarines and from higher quotations from the Far East peppers in the primary market at New York have made rapid strides upward. During the past week there was a gain of almost 4c. per pound in black pepper in that market. Ginger and cloves are other spice lines that are in a very firm market. Local dealers have not advanced their prices, but they assert there is strong probability of an upward move if matters continue as they have been recently. Demand for spices of all kinds keeps up well.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35

Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	....	0 25
Peppers, white	0 38	0 42
Peppers, black	0 28	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	....	0 25
Carraway seed, whole	0 65	0 75
Cream of Tartar—		
French, pure	0 48	0 60
American high test	0 53	0 55

New Crop Brazil Nuts To Arrive This Week

Toronto

NUTS.—New crop Brazil nuts are due to reach the local market this week. They will probably sell in the neighborhood of 19c. to 20c. per pound. Old crop Brazils have been quoted from 20c. to 22c. The market for all shelled nuts is firm with a good demand reported. Importers do not look for higher prices in the foreign markets but assert their belief that freights and submarine activities may tend to send prices higher. Shelled walnuts are in a firming market. Pecans in the shell are scarce at present.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 18
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	6 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	0 26	0 33
Brazil nuts, lb.	....	0 70
Pecans, lb.	....	0 85

Tapioca Quoted Up ½c to 1c Per Pound

Toronto

RICE AND TAPIOCA.—There was a tendency toward higher levels in tapioca during the week and prices with wholesalers advanced from ½c. to 1c. per pound. While some were quoting at 11c. per pound others were quoting 12c. firm. There is a good demand for tapioca and sago and with a very firm primary market higher prices are looked for. The demand for rice has been increasing rapidly during the week. Some of the large restaurants have substituted rice and spaghetti on their bill of fare to take the place of potatoes owing to the scarcity and high price of the latter. Wholesalers anticipate there will be an increasing demand for this commodity. Prices held steady during the week.

Rangoon B. per 100 lbs.	4 50	4 75
Pakling rice, 100 lbs.	5 00	5 50
Texas Japans, 100 lbs.	6 00	6 50
Carolina rice, 100 lbs.	7 00	7 50
Java	6 50	7 00
Patna	5 00	6 50
Siam, 100 lbs.	4 75	6 00
Japans, 100 lbs.	6 00	6 50
Tapioca, per lb.	0 11	0 12

Rangoon Beans and Lima's Make Advances

Toronto

BEANS.—The market quite generally in lima beans moved upward from the lower quotations of last week and is now selling at 11c. to 12c. per pound. Lima beans at the primary points in California were reported as selling up to 11½c. during the week. During the week these beans were quoted 3c. per pound higher in New York. Rangoon beans have also been in firm market during the week, in some instances being quoted up to $6.25 per bushel. Ontario beans are a scarce article, very few of them are being offered.

Ontario, 1-lb. to 2-lb. pickers, busb.	7 00	7 50
Rangoon, per bushel	6 00	6 25
Japanese, per bushel	....	6 00
Limas, per pound	0 11	0 12

Package Oats Again Go Back to Former Price

Toronto

PACKAGES.—Robin Hood oats in the family size have again returned to the selling price of $4.50 per case, after being quoted at $4 for a short time. The advance takes effect at once, but wholesalers have the privilege of selling off existing contracts at $4 up to March 10. The advance is stated to be due to the firmness in rolled oats of all kinds. The sale of package cereals has been comparatively light in recent weeks, the demand running heavier on the bulk goods. Starch products are in firm market. An advance is recorded this week in corn syrups, which indicates the firmness that has developed for all corn products.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 35	1 60
Rolled oats, square case	4 75	4 85
Shredded wheat, case	....	3 60
Cornstarch, No. 1, pound cartons	....	0 08½
No. 2, pound cartons	....	0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Pickled and Dried Fish Are All Higher

Toronto

FISH AND OYSTERS. — There has been a generally upward tendency during the week in pickled and dried fish through the disappearance of the lower quotations of last week. Labrador herring in kegs are now quoted at $4.75 straight and in barrels at $9. Salt mackerel in kits is selling at $2.60, the higher quotation of last week. Pickled salmon in 100-lb. kegs are in the market and are being quoted at $9 per 100-lbs. keg. Skinless cod in 50-lb. boxes is quoted at $4.50 and Acadia cod in 20 one lb. blocks at $2.60. Shredded codfish is selling at $1.80 per 24 cartons, while sale cod is quoted at 8½c. per pound. The demand for fish during the Lenten season has been good and the supply of fish has been sufficient. No. 1 smelts are quoted firm at 14c. per pound.

SMOKED FISH.		
Ciscoes, per lb.	0 14	0 15
Haddies, per lb., new cured	....	0 13
Haddies, fillets, per lb.	0 17	0 18
Kippered herring, per box	1 60	2 00
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
Strip cod, 30-lb. boxes	....	4 50
PICKLED AND DRIED FISH.		
Pickled salmon, 100-lb. kegs	....	9 00
Skinless cod, 50-lb. boxes	....	4 50
Acadia cod, 20 1-lb. blocks	....	2 60
Labrador herring, keg	....	4 75
Labrador herring, barrel	....	9 00
Salt mackerel, kits	....	2 60
Salt cod, lb.	....	0 08½
Quail on toast, lb.	....	0 10
Sbredded cod, 24 cartons	....	1 80
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 17	0 17½
Chicken balibut, per lb.	....	0 15
Medium halibut	....	0 17
Coboe salmon (red), frozen	0 14½	0 15
Qualla salmon (pink), frozen	9 10	0 10½
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	....	0 10
Flounders, lb.	....	0 06
FRESH LAKE FISH.		
Pike, lb.	....	....
Whitefish, lb., frozen	0 12	0 12½
Goldeyes, lb.	0 07	0 08
Herrings, frozen	....	0 06
Tullibees, lb.	0 08	0 09
Yellow pickerel	0 12	0 13
Smelts	....	0 14
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 85
Shell, per barrel	....	8 50
Sbrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Potatoes High, But Demand Is Cut Off

Toronto

VEGETABLES.—Wholesalers report a sudden cessation in the demand for potatoes and they account for it by the fact that people have come to conclusion that potatoes are too expensive to eat at $1 per peck retail. Sales during the week were made from $4.25 to $4.50 per bag and quotations on potatoes to arrive in some instances are $5 per bag. There is a feeling in certain quarters that the potato market has reached its top limit and that prices will take a tumble in the near future. Those holding this opinion base their belief on the fact that some 17,000 cars of potatoes have been purchased in Western Canada for consumption here in the East and that as soon as these arrive there will be an easier market. Then, too, there have been no potatoes coming out of Prince Edward Island during the winter owing to the close of navigation. It is estimated there are fully 3,000,000 bushels still on the Island out of a crop last year estimated at 5,000,000 bushels. There has been a sudden switching from potatoes to rice as a food commodity and there has been a sudden slump in the demand for potatoes within the past few days. Beets and carrots are in firmer market and are quoted 35c. to 50c. per bag higher. Spanish onions are quoted as high as $12 per crate and British Columbia onions in 100-lb. sacks are quoted at the same figure. Ontario onions are quoted at $8.50 to $9 per 75-lb. sack. Sweet potatoes are quoted 25c. per hamper higher. Parsnips are up 25c. to 50c. per bag and turnips are quoted firm at $1 per bag.

Beets, bag	2 00	2 75
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 50	2 75
Cabbage, new, hamper	....	4 00
Cauliflower, Cal., 18 to 24 in box	4 00	4 50
Carrots, bag	2 00	2 25
New, dozen bunches	....	1 00
Celery, California, case	8 00	8 50
Florida, half case	4 00	4 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Per pound	....	0 20
Florida head lettuce, hamper	4 00	4 50
Mushrooms, 4 lbs.	2 25	2 75
Onions—		
Spanish, crate, 120 lbs.	....	12 00
B.C. onions, 100-lb. sack	....	12 00

Ontario onions, 75-lb. sack	8 50	99 00
Green, per bunch	....	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	4 50	5 00
Sweet Jerseys, hamper	2 50	2 75
Parsnips, bag	2 50	2 75
Green peppers, doz.	....	0 60
Tomatoes, Florida, 6-basket carriers	6 00	77 00
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	....	0 75
Turnips, yellow	....	1 00

Grapefruit and Navel Oranges Quoted Higher

Toronto

FRUIT.—California navel oranges are quoted higher during the week, the range now being from $3 to $4 per case as against a range of $3 to $3.50 last week. Rains have been falling in California for about ten days recently and this has interfered with picking and packing and the price has accordingly been moved upward. Grapefruit has also been moved to higher levels. For the higher priced varieties of Florida grapefruit the market is 25c. per case higher, the range now being from $3.75 to $4.50 per case. Cuban grapefruit is quoted at $3.25 to $4 per case as against a range of $2.75 to $3.25 last week, an advance of 50c. to 75c. Bananas are also in firm market and quoted higher. Transportation is interfering with the movement of fruit.

Apples—		
Barrel	4 25	8 00
Spys, No. 3	4 50	5 50
Baldwins, No. 1 U.S., bbl.	....	6 00
Ben Davis, No. 1	....	5 00
Ben Davis, No. 3	....	4 25
Boxes, American	2 50	2 75
Boxes, B.C.	2 00	2 50
Bananas, bunch	2 00	2 50
Cranberries, bbl.	9 50	10 00
Do., 50-lb. box	....	5 00
Boxes, 28-qt.	3 25	3 75
Oranges—		
Cal. Navels	3 00	4 00
Floridas, per case	....	4 00
Tangerines, Florida, case	....	3 00
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, ase	3 75	4 50
Grapefruit, Cuban	3 25	4 00
Lemons, Cal., case	3 50	4 50
Messinas, case	3 75	4 00
Rhubarb, doz. bunches	1 00	1 25
Strawberries, 1-qt.	0 50	0 65

MANITOBA MARKETS

WINNIPEG, Feb. 28.—Two important market changes occurred since last report; first, there was an advance in corn syrup of 20c per case, and all starches went up ½c per lb. This was brought about by a high corn market, and was expected by the jobbers. The other advance was in salt, which is the second to take place in a very short period. The advance announced by the Canadian Salt Co. amounts to 75c per bbl. on 100 bags table salt, 20c on bbls. 280 lbs. fine salt, and 30c on coarse and extra coarse. New prices ex warehouse Winnipeg, now are: Fine in bbls., $2.60; fine in 50-lb. jute 48c; coarse in bbls., $2.80; coarse, 50-lb. jute, 53c; extra coarse, bbls., $2.90; ff. duck, 50 lbs., 62c; dairy, bbls., $2.35; table, 100's, per bbl., $4.75; table, 60's, $4.45; Regal free running, $1.85 case, 2 doz.

Recent Advance Has Stimulated Sugar Buying

Winnipeg

SUGAR.—The effect of the recent advance of 15c on sugar has been to stimulate buying somewhat, though not to any great extent. As for the raw market, while the insurrection in Cuba did not assume alarming proportions as a revolution, it undoubtedly interfered to a considerable extent with production, which, it is estimated, will fall considerably below the estimated crop of 3,300,000 tons.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 15
Extra ground or icing, boxes	9 00
Extra ground or icing, bbls.	8 70
Powdered, bbls.	8 60
Powdered, boxes	8 80
Hard lump (100-lb. case)	9 10
Montreal yellow, bags	7 75
Sugar, Western Ontario—	
Sack, per 100 lbs.	8 10
Halves, 99 lbs., per cwt.	8 30
Bales, 20 lbs., per cwt.	8 30
Powdered, 50s	8 85
Powdered, 25s	9 10
Icing, barrels	8 85
Icing, 50s	9 05
Cut loaf, barrels	9 05
Cut loaf, 50s	9 25
Cut loaf, 25s	9 50
Sugar, British Columbia—	
Extra granulated sugar	8 15
Bar sugar, bbls.	8 20
Bar sugar, boxes, 25s	8 60
Icing sugar, bbls.	8 30
Icing sugar, boxes, 50s	8 50
H. P. lumps, 60-lb. cases	9 00
H. P. lumps, 25-lb. boxes	9 25
Yellow, in bags	7 70

Corn Syrups Advance 20 Cents Per Case

SYRUPS.—The feature this week is an advance in corn syrup and other corn products. Corn syrup, both Beehive and Crown, is up 20c a case, caused by the high corn market. The dumping clause is having the effect of keeping certain lines out of this country, and they are not likely to be seen again until after the war. This dumping clause is also affecting the price of American molasses.

Jobbers Running Short of Bean Supplies

DRIED VEGETABLES.—Some of the Winnipeg jobbers are beginning to run short on dried beans, with the result that they are trying to buy from jobbers who have stocks. Even those who had large stocks, and have been quoting high right along, expect that they will have to go into the market again and pay the higher figures. One house which has a stock of hand picked Ontario beans, is asking $6.50. In the primary market they are asking $6.95 for Michigans, f.o.b. Detroit. Limas continue to show strength, and it is stated that jobbers cannot lay them down here at the price they are quoting the retailer—10½c. Japanese are difficult to get hold of anywhere.

DRIED FRUITS.—There have been some future prunes sold in California at prices considerably higher than opening prices last year. They are becoming scarce, and there is no doubt they must advance sooner or later. A Winnipeg broker who wrote to the New York representative of several large exporters of currants in Greece for information regarding new crop currants, received a reply to this effect: "It would be early to talk about new crop under normal conditions, and it is far too early under present conditions. Both sulphur and sulphate of copper are required to bring the crop through, and without them there can be no currants. Before the war these chemicals came from England and Italy. Since the war they have been coming from the United States; and it was because they came in insufficient amounts that prices on currants were so high. With the blockade now on, it is doubtful whether these chemicals will ever reach Greece at all this year."

HOLLAND HERRINGS.—A local broker states that he has received a cable from Holland to the effect that further shipments are impossible owing to blockade restrictions. Only a small percentage of the orders placed at this time of the year for Lenten trade were shipped in time to escape the blockade.

Eastern Men Buying Tea in the West

TEA.—It is difficult to state whether the prohibition of tea from entering Great Britain will have any effect on the market here. There will be plenty of tea at source of supply, but if it can be got here the market will not be affected. Speaking of the market before Mr. Lloyd George made his speech, a local broker said: "We cannot get tea into London because of the submarines, and we are in for higher prices. There is a general tie-up, and until things move better, we do not see how the situation is to be relieved. Eastern tea men have been trying to buy tea in the west, but they could not get much, as stocks here are not heavy.

PICKLES. — Pickle manufacturers continue to report great difficulty in obtaining raw material and as a consequence high prices are ruling. They further report that the demand for manufactured pickles in glass and crocks of all kinds continues strong. Some difficulty is experienced in getting ready delivery of containers and these apparently are advancing in price also. Already two or three styles of packages have been withdrawn.

Saucerkraut is being booked now for fall delivery. Last year owing to the sudden advance in the price of cabbage, many growers went back on their contracts and shipped their cabbage crop

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WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Feb. 27.—Prospects in the sugar market are apparently no brighter for lower sugar and prices have held firm during week. Flour has advanced 10c, making basis for No. 1 patents $9.50, at which price the market is steady. Molasses is showing considerable strength with a tendency toward higher prices. Biscuits in the local market have advanced one cent per pound. Storage eggs are now $12 per case for No. 1 storage and 55c for new laids. Dairy butter is quoted at 32c and No. 2 at 30.

EDMONTON:		
Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	....	9 50
Molasses, extra fancy, gal.	....	0 77½
Rolled oats, 80s, basis	....	3 40
Rice, Siam, lb.	....	0 04½
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1, Ontario, large	....	0 26
Butter, dairy	....	0 32
Butter, No. 2 dairy, lb.	....	0 30
Lard, pure, 3s, per case	....	13 50
Bacon, smoked backs, lb.	....	0 26½
Bacon, smoked sides, lb.	....	0 26½
Eggs, storage, case	....	12 00
Eggs, new laids, doz.	....	0 55
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	6 50
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case	....	13 50
Salmon, pink, talls, case	....	5 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 27.—Flour has advanced 15c per sack and is now quoted at $9.50 per barrel. Sugar is quiet with demand reported slow. Cornstarch has advanced ½c per pound, while laundry starch is up ¼c per pound. Corn syrup, in common with starch, has advanced 20c per case. Lard has advanced 1c per pound, 3's now being quoted at $14.10 per case, with further advances highly probable. Smoked hams are up ½c per pound and cooked hams up 1c. Local new-laid eggs are arriving in good quantity and are selling at 45c per dozen. Small white beans are in firm market, being quoted at 10 to 10½c per pound. In the potato market quotations are made at 2c to 2½c per pound. The opinion is expressed in some quarters that canned tomatoes will be selling at higher prices in the near future.

CALGARY:		
Beans, small white Japan, lb.	0 10	0 10½
Flour, No. 1 patents, 98s, per bbl.	....	9 50
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 20
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1 Ontario, large	....	0 27
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	14 10
Bacon, smoked backs, lb.	....	0 27
Bacon, smoked sides, lb.	....	0 27
Eggs, new-laid, dozen	....	0 45
Eggs, storage, case	11 00	12 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 60
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a.cse	5 00	5 50

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 27.—Sugar prices have wavered a little during the past week but no material change has been noted. Grocers are buying quietly. There was a strong movement in flour towards the end of last week but this has again become steady. Spice prices are still very firm and local manufacturers maintain they must remain so if the standard is to be retained. Potatoes are still going up in price. Prime potatoes brought $70 a ton to-day and the cheapest—the kind inspectors refused to pass for export—were held at $60, with $55 bid. All other root vegetables rule high owing to the fact the evaporators are scouring the country to secure commodities to fill war orders.

VANCOUVER, B.C.—		
Sugar, pure cane, granulated, 100 lbs.	8 10	....
Flour, first patents, Manitoba, per bbl., in car lots	9 70	....
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	....	....
Rice, Siam, per 100 lbs.	....	....
Beans, Japanese, per bushel	....	....
Potatoes, per ton	60 00	70 00
Lard, pure, in 400-lb. tierces, per lb.	0 21½	....
Butter, fresh made creamery, lb.	0 49	0 50
Eggs, new laid, in cartons, per dozen	0 44	0 45
Cheese, new large, per pound	0 27½	....

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 27.—Potatoes in this district are very scarce although prices are reasonable compared with other points in the Dominion. Canned salmon has advanced 25c per case. Changes in commodities during the week have been in the upward direction without exception. Cheese has advanced to 28¼c per lb. and is expected to go higher. Evaporated apples are also quoted ½c per pound higher. Some lines of coffee have recorded an upward tendency. Bottled catsup has been increased in price 25c a case and is scarce. Dried fruits are reported to be in a strong position. All corn syrups have been increased in price 20c per case and some lines of corn starch have been advanced one-half cent a pound. Flour has been advanced to $9.60 per barrel on February 20. Lard was increased to $13.75 on February 24.

REGINA—		
Beans, small white Japan, bush.	....	5 75
Flour, No. 1 patents, 98s, per lb.	....	9 60
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 50
Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 09¾
Sugar, pure cane, granulated, cwt.	....	8 29
Cheese, No. 1 Ontario, large	....	0 28¼
Butter, creamery, lb.	....	0 42
Lard, pure, 3s, per case	....	13 75
Bacon, smoked sides, lb.	....	0 30
Bacon, smoked backs, lb.	....	0 28
Eggs, new-laid	0 50	0 60
Eggs, storage, No. 2	....	0 40
Tomatoes, 3s, standard, case	....	4 35
Corn, 2s, standard, case	....	3 55
Peas, 2s, standard, case	....	2 60
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 25
Peaches, 2s, Ontario, case	....	3 75
Salmon, finest sockeye, tall, case	....	12 25
Salmon, pink, tall, case	6 85	7 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid	....	0 50
Eggs, storage	0 40	0 42

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 27.—Potatoes continued to advance far beyond previous records during the week, in the State of Maine some sold as high as $9 per barrel but on reaction the price fell to $5.50. In New Brunswick the price held steady and they are now quoted at $5.50 to $6 per barrel. Great interest has been manifested in announcement that criminal proceedings are about to be taken against the Potato Exchange, application to begin suit however, has not yet been received by the attorney-general. The short crop of onions and an embargo on export from Great Britain leaves market almost bare of onions, with prices at sensational figure of $10 per hundred pound sack. Practically no case eggs are available and the sup-

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FLOUR AND CEREALS

Flour Market Still Steady And Firming

Montreal

FLOUR AND FEEDS.—No change was recorded this week in its earlier stages at least, as regards flour prices, but both flour and feeds were in firm market. Flour is at present at the stage when any advance in wheat may very quickly become also an advance in flour. It is interesting to note that since February 1, the spread between cash and May wheat has been reduced from six cents to two cents. This makes the present situation so far as flour prices are concerned, very firm. The railway embargoes have been lifted on main lines throughout Ontario, but there is no change in the condition affecting Montreal or points East except as far as one railway is concerned, this line having been carrying freight for some time when other lines were heavily embargo bound. Considerable market interest is centred upon the big flour purchase by the Imperial Government for the British army in France, and for shipment shortly. It is understood that a number of the local millers as well as the Western millers secured a share of the business which is in the neighborhood of $500,000. Feeds are still tremendously firm, and straight cars of bran can be sold at a premium of $3.00 per ton over mixed cars, while straight cars of shorts are bringing a premium of $4.00 per ton. Winter wheat is quiet, indeed in rather dull market. Oats are inclined to go firmer at the time of writing, and the 0.72 cents quoted for bushel may quickly reach 0.75.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 60	9 80
Second patents	9 10	8 90
Strong bakers	8 90	8 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 15
Bran, per ton	35 00	38 00
Shorts	36 00	38 00
Special middlings	42 00	43 00
Feed flour	51 00	52 00
Feed oats, per bushel	....	0 72

Cereal Market Firm A Package Line Up

Montreal

CEREALS.—The firmness in the cereal market has had the effect of bringing Robin Hood Package Oats back to the basis of $4.50 per case. Oats are in very firm market, scarce, and likely to keep high in price. Corn meal is slightly easier in price this week though the market tone for corn is strong. The market for the wheat produced cereals is still in similar tone to the wheat market, and the effects of embargoes are being felt though supplies in Montreal are reasonably good. Demand keeps steady, in fact strong in some cases, and the market is busy.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	....	5 75
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 40
Cornmeal, yellow, 98 lbs.	....	3 30
Graham flour, 98 lbs.	....	4 55
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 10
Oatmeal, granulated, 98 lbs.	....	4 10
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	3 25	3 50
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 55
Wheatlets, 98 lbs.	....	4 80

Flour Held In Firm Market During Week

Considerable Buying of Wheat for Export Developed and Price of Wheat Held Up Well

Toronto

FLOUR.—There was a continued firm tone to the flour market during the week in the face of the fairly strong position of wheat. There was very little fluctuation in the price of Manitoba wheat during the week and whatever change there was reflected a steady feeling in the market. On Wednesday of last week cash wheat at Winnipeg for No. 1 closed at $1.73⅞ and on the same day during the present week it closed at $1.75 per bushel. This was a net gain of 1⅞c per bushel during the period. There was a slight weakening in the market on Friday of last week when the speech of Lloyd George was made but even at that wheat did not drop below $1.71⅛. His speech was generally interpreted as giving a bullish tone to the market and in this flour acted in sympathy. There were no price changes during the week. The domestic demand is reported to be improving slightly for flour. Large milling concerns with Western connections state shipments of flour are coming forward better from that district. Ontario winter wheat flour also held steady during the week with a fairly steady demand.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 50	9 70
Second patents	9 00	9 20
Strong bakers	8 80	9 00
Ontario Winter Wheat Flour—		
High ptfents	8 60	8 80
Second patents	8 20	8 40

Rolled Oats Strong But Prices Are Shaded

Toronto

CEREALS.—Although rolled oats are in a strong market there has been an inclination during the week to shade prices in order to get trade. In some instances they are being quoted down to $3.50 per 90-lb. bag, but the market generally is from $3.55 to $3.60. Wheatlets in certain quarters are quoted down 5c per bag. Yellow cornmeal on the other hand is quoted 5c to 15c per bag higher. There has been a fair demand for cereals during the week. One of the cereal companies have announced that they are unable to supply one of their familiar sizes of rolled oats in the round package. They are accordingly not making quotations on these. Split peas advanced ½c per lb. in certain quarters during the week.

Barley, pearl, 98 lbs.	6 25	7 00
Barley, pot, 98 lbs.	4 70	5 25
Buckwheat flour, 98 lbs.	4 85	....
Corn flour, 98 lbs.	3 30	3 50
Cornmeal, yellow, 98 lbs.	3 10	3 40
Graham flour, 98 lbs.	4 50	....
Hominy, grits, 98 lbs.	3 30	3 40
Hominy, pearl, 98 lbs.	3 00	3 15
Oatmeal, standard, 98 lbs.	4 00	4 15
Rolled oats, 90-lb. bags	3 50	3 65
Rolled wheat, 100-lb. bbls.	4 75	5 50
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 45	4 60
Wheatlets, 98 lbs.	4 70	5 75

Feeds Hold Steady At Recent Advance

Toronto

MILLFEEDS.—There is no diminution in the demand for millfeeds of all kinds. A certain measure of relief is being afforded Eastern feeders through the partial raising of the embargo from Western points on feed. Shipments of feed are now coming forward in the proportion of 30 pounds of feed to 100 pounds of flour. With the restricted output of the mills due to light export and a quiet home demand for flour the situation in millfeeds is one of firmness. Manitoba oats are quoted at 72c to 73c for No. 2, delivered en route over C.P.R. and C.N.R. to points not embargoed. Ontario oats No. 2 are still quoted at 63c to 65c. The quotations on both Manitoba and Ontario are merely nominal as there are very few oats obtainable.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Bran	35 00	37 00
Shorts	38 00	40 00
Special middlings	42 00	44 00
Feed flour	51 00	53 00
Ontario oats, No. 2 (nominal)	0 63	0 65
Manitoba oats, No. 2 (nominal)	0 72	0 73

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MANITOBA MARKETS

(Continued from page 43)

to the Chicago market, where unprecedented prices were being quoted. One large manufacturing firm this year is refusing cabbage contracts and intend growing all their requirements on their own farms, of which they have three in different parts of the province. They are now booking contracts for Sauer kraut, and intend putting in only sufficient acreage to cover themselves on contracts actually closed before seeding commences.

Is It To Be ½-lb. Flats or 1-lb. Talls?

Winnipeg

CANNED GOODS.—There has been considerable discussion here regarding the effect of Great Britain's embargo on canned salmon. Some brokers are rather pleased to see this embargo, as in previous years they have been unable to get supplies for local requirements. If the market drops, the question is asked: What position will the jobbers be in who have booked ahead?" The trade would like to know what contracts have been made by the British Government in B. C., and how much salmon will be left on this market. It is interesting to note that since the war broke out, a demand has arisen in Europe for ½-lb. flats, as against 1-lb. talls in this country. Owing to the big demand, it has necessitated packers going in more for ½-lb. flats, and they have been endeavoring to induce Canadian trade to adopt this size. Whereas mostly talls were packed, the following table will show how packers have changed over to flats during the past year or two on account of the demand from Europe: The figures are, for Sockeye in cases, flats and talls respectively: Fraser River, 24,837, and 31; Skeena River, 55,237 and 837; Rivers Inlet, 43,400 and 89; Naas River, 29,480 and 1,962; Vancouver Island, 12,414 and 1,561; outlying districts, 27,800 and 8,301. The grand total for Sockeyes was 193,137 cases, ½-lb. flats; 12,781 cases 1-lb. talls; Cohoes, 118,547 and 51,398. It can be figured that the majority of the ½-lb. flats were for the European market.

One of the most conservative of the Winnipeg jobbers states that he has no fear about the price of tomatoes holding up until the next pack is in. As regards reports that retailers are not buying nor selling canned tomatoes, he points out that the sales of tomatoes in January, February and March are not heavy, but that the big sales occur in July and August. He is quoting $4.70 for 3's under his own brand, and $4.50 for other lines of 3's, both Canadian and American. He says he is not making any great thing out of them, but he does not intend losing money on them.

Potatoes Still Soaring; Oranges Jump to $4 Case

Winnipeg

FRUIT AND VEGETABLES.—New rhubarb has arrived on this market. Potatoes continue to go up, and wholesalers are asking $1.50 in 10-bushel lots. California celery brings $1.75 doz. Dealers are not quoting on cabbage, which has been gradually advancing for some time; the market is bare. There has been an advance in navel oranges on account of rains in California. On account of frost, grapefruit is $6 per case. Wine saps and Rome beauties are up to $2.25. Dealers state that the only line likely to be affected by the British embargo is Valencia onions, which are likely to advance.

Brussels sprouts, lb.	....	....
Manitoba potatoes, 10-busbel lots	....	1 50
Manitoba potatoes, carlots, busb., f.o.b. Winnipeg	....	1 00
Celery, Cal., doz.	....	1 75
Carrots, bushel	....	1 00
Turnips, bushel	....	0 50
Cabbage, per cwt.	....	....
Cauliflower, Cal., case	5 00	5 00
Head lettuce, Cal., doz.	....	1 75
Head lettuce, Florida, hamper 3 doz.	....	5 50
Imported mushrooms	....	0 90
Sweet potatoes, hamper	....	....
Tomatoes, Florida, basket	....	1 50
Fruits—		
Oranges, navel, case	....	4 00
Oranges, Florida, box	....	....
Oranges, bitter, Palermos, case 200	....	7 00
Oranges, bitter, Japanese, case 60 lbs.	....	....
Lemons	....	5 00
Grape fruit	....	6 00
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	5 50	6 00
Ontario apples, No. 3	....	4 50
Jonathans, Washington, box	1 75	2 25
Wine Saps, box	2 25	2 25
Rome Beauties, box	....	2 00
B.C. McIntosh Reds, No. 1	....	2 25
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 00
Pears, D'Anjou, box	....	4 50
Strawberries, box	....	0 70
Bananas, lb.	....	0 05½

Halibut to go Higher Getting Very Scarce

Winnipeg

FISH AND POULTRY.—Halibut continues to be a scarce article, and it is likely to continue so. Some houses have none to offer, and are asking 15c per lb. The time is not far distant, it is claimed, when stores will be selling halibut for 22c. There is very little movement in poultry, and dealers do not look for any big sale just now, as the price is so high.

WEEKLY MARKET REPORTS BY WIRE

(Continued from page 44)

ply of fresh eggs is greatly below requirements. Dairy butter has been advanced and is now selling at 40c to 42c. Buckwheat flour is easier and is now quoted at $5.25 to $5.50 per bag. Prunes are firmer at 10½c to 11½c. Evaporated apples are higher, quotations ranging from 12c to 12½c. California oranges are also higher in price, the range being from $4 to $4.75. Grapefruit has advanced also and is now quoted at $4.50 to $5. Malaga grapes are practically off the market.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Manitoba	....	10 50
Ontario	....	9 55
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 65
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 59	0 60
Rolled oats, bbl.	....	8 50
Beans, white, bush.	....	7 00
Beans, yellow-eyed	6 85	6 90
Rice, Siam, cwt.	6 00	6 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 55	7 60
United Empire	7 45	7 50
Bright yellow	7 35	7 40
No. 1 yellow	7 15	7 20
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 26	0 26½
Eggs, new laid	0 50	0 55
Eggs, case	0 45	0 48
Roll bacon	0 25	0 26
Breakfast bacon	0 27	0 28
Butter, dairy, per lb.	0 40	0 42
Lard, pure, lb.	0 22¾	0 23
Lard, compound	0 17¾	0 18
American clear pork	44 00	45 00
Beef, corned, ls	2 80	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 60
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Coboes, case	9 00	9 25
Salmon, Chums	5 00	5 25
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 11½
Raisins, fancy, lb.	....	0 12
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 10½	0 11½
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 12	0 12½
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	....	5 50
Oranges, Cal., box	4 00	4 75
Grapes, Malaga, keg	6 00	7 00
Grapefruit, per case	4 50	5 00
Potatoes, bbl.	5 50	6 00
Onions, per 100-lb. bag	....	10 00

THE GROWTH OF THE CHAIN STORE IDEA

The financial success of the chain store seems to be increasing with every passing year, and the five and ten cent store is proving an enormous factor in business. Four big concerns with stores in various centres made a gross turnover for the year of $135,000,000, of this the Woolworth Company provided $87,082,513 the S. S. Kresge Co. $26,393,544 the S. H. Krees Co. $15,122,558 the McCrory Co. $6,796,989. These enormous sales represent a very substantial increase in business the Woolworth Company showing an increase of 84. per cent. the Kresge Company 26.04 per cent. The Kress Co. 21.7 per cent. and McCory Stores Corporation 20.89 per cent. Taking as a basis the net profit of last year these earnings should show a profit for the Woolworth stores would be approximately $8,600,000 for the Kresge stores a net of $1,583,510 for the Kress stores, a net of $1,590,000 and for the McCrory stores a net of $461,513. The past year has been one of great progress for these chain stores.

PRODUCE AND PROVISIONS

Hogs Stay Steady; Lard Has Advanced

Montreal

PROVISIONS.—Supplies of hogs from the country are not coming in at all satisfactorily either in quantity or quality. Deliveries are slow and the product is poorly finished due to cost of feeding this winter. Prices of live hogs at the abattoirs this week ranged about the same as last week $15.50 to $16.00 per hundred pounds. Dressed hogs are at $21.50 to $22.00. The market condition continues very firm, because the hogs are scarce. This week finds also an advance in lard of half a cent a pound due to scarcity, and although the Lenten condition of demand in some respects prevails giving a tone of quietness to certain lines, the market in the main is firm and steady.

Hams—		
Medium, per lb.	0 26	0 26½
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 26	0 27
Boneless, per lb.	0 29	0 30
Bacon—		
Breakfast, per lb.	0 29	0 30
Roll, per lb.	0 22	0 23
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19	0 20
Long clear bacon, small lots	0 19½	0 20½
Fat backs, lb.	0 18	0 19
Cooked Meats—		
Hams, boiled, per lb.	0 38	0 39
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 21¾	0 22
Tubs, 60 lbs.	0 22	0 22½
Pails	0 22½	0 23¼
Bricks, 1 lb., per lb.	0 23½	0 23¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17½	0 17¾
Pails, 20 lbs., per lb.	0 18¼	0 18½
Bricks, 1 lb., per lb.	0 18½	0 18¾

Poultry Market is Unchanged This Week

Montreal

POULTRY.—Very little is moving in the way of live poultry into the city at present, and in general dressed poultry keeps in quietly steady market. The effects of Lent are felt to some extent but not to the extent that would be imagined. There is a fair continuous call for poultry supplies, and prices remain as last week.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb..	0 25	0 30
Old roosters	....	0 20
Roasting chickens	0 25	0 27
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Eggs in Very Small Supply in Montreal

Montreal

EGGS.—The market for eggs remains steady. There are now no more storage eggs available, and dealers are dependent altogether on new laids which are coming in so slowly from Canadian sources owing to bad weather conditions that dealers are supplying their requirements from Detroit and Chicago. Latest quotations from Chicago were 37 cents. These eggs could be laid down in Montreal at 47 cents freight and duty paid. Only 2,800 cases of eggs arrived in Montreal for the week ending Feb. 24 as compared with 5,380 cases for the corresponding period of last year.

Eggs—		
New laid	0 55	0 58

Cheese is in a Quiet Market Now

Montreal

CHEESE.—Owing to the shortage of shipping there are large quantities of cheese for export still awaiting the chance to leave the Canadian side, and it is wondered whether this cheese may not eventually come to some extent upon the Canadian market. Demand however is quiet, though the Lenten call for simple fare will accelerate this as the month of March goes on. Prices for cheese in Montreal remain as quoted last week. There arrived in the city for the week ending Feb. 24, 2,388 boxes as compared with only 91 boxes for the corresponding period last year.

Cheese—		
Large, per lb.	0 25½	0 26
New, twins, per lb.	0 26	0 26½
Triplets, per lb.	....	0 26½
Stilton, per lb.	....	0 28½
Fancy old cheese, per lb.	....	0 28½

Butter Coming in From Western Plains

Montreal

BUTTER.—Prices of butter are unchanged this week in Montreal, and demand keeps steady. There is a tendency to firmness in the market at present, and stocks held in storage are quite low. Western butter has been coming in, Alberta, Saskatchewan, and Manitoba farmers have been sending in their product which has been bringing good prices. September and early October creamery butter is in good demand, and present market conditions seem steadily holding. Arrivals of butter in Montreal for the week ending Feb. 24 were 2,249 pkgs. as compared with 399 pkgs. this time last year.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Honey Stocks Are Running Very Low

Montreal

HONEY.—Stocks of honey in first hands are reported to be about done now, and the market is very firm with good steady demand. Prices remain as quoted last week, but there is a prospect of advances as the supplies run lower. The use of honey as a dessert feature in the restaurants is about over now, and the domestic demand is not as sharp as was noted in colder weather. This will no doubt tend to conserve stocks a little.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 12½	0 13
Buckwheat, 60-lb. tins, per lb.	....	0 12
Clover, 5-10 lb. tins, per lb.	....	0 15¼
Clover, 60-lb. tins	....	0 14½
Comb, per section	0 18	0 19

Lard Goes Higher; Live Hogs Also Up

Deliveries of Live Hogs Light—Pure Lard Advances ½c Per Pound—Cooked Meats Firmer

Toronto

PROVISIONS.—There was additional strength in the pure lard market during the week and commission men advanced their prices from ½c to ¾c per pound. The American market is firmer, with higher prices, and this has affected the Canadian situation. Stocks of lard are light at present, and demand has been good. In compound lard there is not the same activity and prices have held steady during the week at quotations of a week ago. There is a wide differential between pure lard and compound lard at present, which is unusual, and dealers are of the opinion, with a continued firmness in pure lard, the compound will be moved more nearly to the accustomed differential. Live hogs went to $15 during the week for the fed and watered and $15.25 for off cars hogs. At f.o.b. points they are quoted at $14.50 to $14.65. There has been a firmer tendency in dry salt meats, and prices have been moved up ½c, with a 1c advance on cooked meats. Demand for meats of all kinds is good.

Hams—		
Medium, per lb.	0 26	0 27
Large, per lb.	0 24	0 24½
Backs—		
Plain	0 29	0 30
Boneless, per lb.	0 32	0 34
Bacon—		
Breakfast, per lb.	0 27	0 29
Roll, per lb.	0 22	0 22½
Wiltshire bacon, per lb.	0 25½	0 26
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19½	0 20
Long clear bacon, small lots	0 20½	0 21½
Fat backs, lb.	0 21	0 22
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 39

Hams, roast, per lb.	0 38	0 40
Shoulders, boiled, per lb.	0 32	0 34
Shoulders, roast, per lb.	0 33	0 35
Lard—		
Pure tierces, 400 lbs., per lb.	0 21½	0 22¼
Compound, tierces, 400 lbs., per lb...	0 16¾	0 17¼

In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Hogs—		
Dressed, abattoir killed		21 00
Live, off cars		15 25
Live, fed and watered		15 00
Live, f.o.b.	14 50	14 65

Some Creameries Have Started on New Make

Toronto

BUTTER.—Some creameries in certain parts of Ontario are reported to have started on the new season's make. Butter is coming to the market in good quantity, but consumption is still restricted. There has been an uncertainty in the market during the week. Prices for the most part have held steady, although there were some offerings at slightly lower figures, but these were quickly taken. A better demand for dairy butter is noted in certain quarters.

Creamery prints, fresh made	0 43	0 45
Creamery solids	0 42	0 43
Dairy prints, choice, lb.	0 36	0 38
Dairy prints, lb.	0 34	0 35
Bakers	0 33	0 34

Storage Eggs Are Completely Cleaned Out

Toronto

EGGS.—The remaining supplies of storage eggs brought in from the Canadian West were completely cleaned out during the week, and new-laids are the only available stocks now existent. These are nearly all coming from the Chicago district, where supplies are reported as reaching the market in good volume, with a drop in prices in that market of nearly 10c per dozen during the week. With the coming of milder weather the hens have commenced to produce. New-laids in this market are consequently quoted down 2c to 4c per dozen. Eggs are at the present figure about 20c per dozen higher than they were at this time last year, and with the arrival of better supplies lower prices are looked for.

Eggs—		
New laid, cartons	0 52	0 53
New laid, ex-cartons	0 47	0 48

Cheese Market One Of Continued Strength

Toronto

CHEESE.—With the cleaning up of almost all available supplies for cheese for export there is continued strength to the market for stocks that are held locally for domestic use. There are a few lots of fodder cheese still arriving for the export market at Montreal, but old cheese is a scarce commodity. It is reported that Montreal houses have been filling orders for export shipment from cheese secured in New York State and Wisconsin. There is a scarcity of old cheese on the local market, and stocks are firmly held. Demand has continued fairly good. New crop of cheese will probably be put on the boards shortly after April 1.

Cheese—	Per lb.	
New, large	0 26½	0 27
Old, large	0 27½	0 28

Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.

Live Fowl in Better Demand Than Dressed

Toronto

POULTRY.—Some commission men are paying more for live chickens and hens this week than they are paying for the dressed fowl. Prices for live have advanced 3c per pound, while dressed have remained stationary. The reason for this is in the fact that live chickens and hens are in splendid demand. Dressed birds that come to the market at present are inclined to be staggy in build, and for this reason are not as desirable as some of the frozen fowl that are still held. Other varieties of poultry held steady in price during the week.

	Live	Dressed
Spring chickens	0 21	0 20
Spring chickens, crate-fed	0 23	0 22
Hens, over 4 lbs.	0 21	0 19
Hens, under 4 lbs.	0 19	0 18
Old roosters	018	0 17
Young ducks	0 17	0 20
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

Maple Syrup Has Again Made Appearance

Toronto

HONEY, MAPLE SYRUP.—There has been inquiry for maple syrup during the week, and commission men are meeting it with supplies of last season's make. This syrup has been kept in cold storage, and is consequently in good shape. There is always a demand for the previous season's make during the few weeks preceding the arrival of the new syrup. This maple syrup is from Quebec, and is selling in 8-lb. tins at $1.15 to $1.25. Other qualities are selling up to $1.50 per tin. Honey is in good demand, and prices have remained unchanged.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Maple Syrup—		
8-lb. tins	1 15	1 25
Tins, No. 1		1 50

Eggs to Decline; Butter Still Very High

Winnipeg

PRODUCE AND PROVISIONS.—The hog market was firm all last week, with only fair runs on the market. Prices opened at 13.85, and had risen to 14.00 by Saturday, which is a record figure. Eggs are extremely high. Canadian eggs are very scarce, and on account of the high American market and the big cost of bringing them in, new laids are bringing 55c. A gradual decline is expected before long with the approach of spring in the South. Creamery butter is still very high, and is quoted at 44c for No. 1 in cartons, and 42c for No. 2 storage blocks. There is a marked scarcity of good storage creamery butter, which accounts for the high prices still prevailing. Cheese is firm at 27½c. There is a scarcity of Ontario cheese, and a shortage is looked for before the new make comes in.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.		0 25½
Large, per lb.		0 24
Bacon—		
Breakfast, per lb.	0 26	0 28
Breakfast, select, lb.	0 28	0 31
Backs, select, per lb.		0 28
Backs regular	0 26	0 28
Dry Salt Meats—		
Long clear bacon, light		0 19½
Barrelled Pork—		
Mess pork, bbl.		32 00
Lard, Pure—		
Tierces		0 20½
20s		4 12
Cases, 5s		12 90
Cases, 3s		13 05
Lard, Compound—		
Tierces		0 16¼
Tubs, 50s, net		8 25
Pails, 20s, net		3 37
Butter—		
Fresh made creamery, No. 1, cartons		0 43
No. 1 storage		0 42
Fresh Eggs—		
New laids	0 50	0 55
Extras in cartons		0 45
No. 1 candled		0 38
Cheese—		
Ontario, large		0 27½

FLOUR AND CEREALS

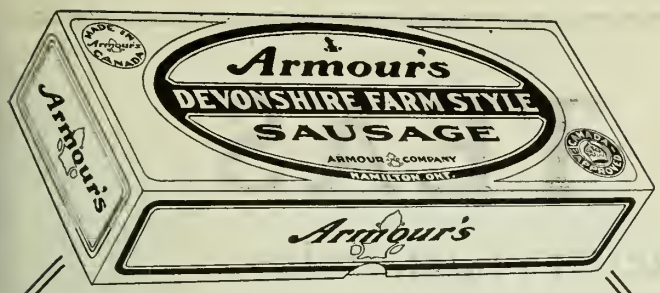
(Continued from page 45.)

First Patents 9.30 Rolled Oats Fight On

Winnipeg

FLOUR AND CEREALS.—First patents stand at 9.30. The market went up thirty cents per bbl. last week. Domestic business is fairly brisk, and the outlook for spring business is hopeful. Since the advance in flour, the wheat market has been very narrow. Rolled oats stand at 2.80 to 3.00, two companies at war with one another quoting the lower figure. The fight between them is getting warmer, and is extending into Alberta. The demand for feeds in Eastern Canada is still in excess of the railroad equipment available for carrying it, although there is every indication of the embargo being raised to some extent before long. Eastern buyers will be glad to see it lifted, as it will permit them to fill their orders. Bran is $28 and shorts $30.

Flour—		
Best patents		9 30
Bakers		8 80
Clears		8 40
XXXX.		6 20
Cereals—		
Rolled oats, 80 lbs.	2 80	3 00
Rolled oats, pkgs., family size		4 10
Cornmeal, 98's		3 60
Oatmeal, 98's		4 00
Feeds—		
Bran, per ton		28 00
Shorts, ton		30 00
Middlings, ton		30 00
Mixed chop, ton		42 00



Sausage in Cartons

You, a grocer, can sell Armour's Devonshire Farm Style Sausage, and so supply a food that formerly grocers did not sell. **It means larger sales, added profits and repeat orders.** Devonshire is delicious—for breakfast, luncheon or supper. Sold in convenient one-pound cartons (meat or links).

Armour's QUALITY PRODUCTS

Made in Canada

The Armour Oval Label is recognized everywhere as a mark that designates highest quality, absolute purity and real value for the money. It marks a full line of highest-grade specialties, including:

Ham Bacon Lard Sausage, etc.

and several other food products sold by grocers.

We solicit your business.

A big collection of Armour Store Signs and advertising material at your service. Ask the Armour Salesman, or write us direct.

ARMOUR AND COMPANY
HAMILTON, ONTARIO, CANADA

There is always a demand for

Marsh's Grape Juice

And there is always a profit worth acquiring in every sale of this delicious, All-Canadian beverage.

You don't have to expend much energy in getting a stock of Marsh's moving. Its own appetizing goodness recommends it to the most particular housewife and brings her back again for another supply—the first order is but the ice-breaker of a constant run of "repeats," with the resulting good profits.

Every drop of Marsh's Grape Juice is pure and unadulterated, free from coloring or preservative of any kind. So don't hesitate to recommend it to every housewife; to her it will be an additional proof of your good judgment and of the quality goods you handle.

Get a stock of Marsh's Grape Juice on your shelves to-day. You will quickly need to replenish your supply.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

JAPAN TEAS

are the best value on the market at present prices.

A sharp advance is due on account of shipping conditions and high prices of all black teas.

We advised you two months ago regarding advance in blacks. Protect yourself and have no regrets.

We have a full stock of all grades.

Satisfaction Guaranteed **or** ***Return at Our Expense***

KEARNEY BROS., Limited

Tea Specialists

33 ST. PETER STREET - - MONTREAL

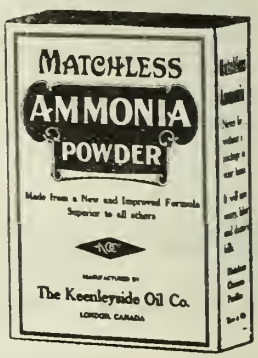
"For Mother"

It's Mother's Favorite Household Cleaner

There are so many superiority points about **Matchless Ammonia Powder** that dealers always find it a reliable seller and a dependable customer satisfier.

Particularly is this so during the Spring clean-up season. Results are what count with the busy housewife when she starts her dirt-chasing campaign, and that's just why she favors "Matchless Ammonia." It gives her unstinted satisfaction, and unlike most other powders or preparations of this nature is absolutely harmless to the most sensitive skin.

The Matchless Ammonia selling proposal will interest you. Get your supply in good time to profit from the clean-up weeks.



We're selling agents for Best Corn Starch and Best and Liberty Gloss Starch.

The Keenleyside Oil Co., London, Ontario

Western Distributors: The H. L. Perry Co., Winnipeg

"A STITCH IN TIME"—
to those about to build

You know that your friends who have built homes wish that they had done something else or something different, in order to have secured better results. The little or big errors made in

choosing a site, an architect, a builder, a design, a style, a plan

and so on, have cost many times the price of the book which they could have had for $1.50 ($1.65 when sent by mail)—the book entitled

BUILDING A HOME

By Desmond and Frohne, editors of **The Architectural Record.**

And if you are going to build this year or in some near year, you will find the advice and help of this book invaluable. Its price pales away when its real value to you is weighed.

Send for the book. Have it placed in your Public Library, if you have influence. Add it to your own library. It is a handsome volume, with many illustrations.

The MacLean Publishing Co., Limited
143 University Avenue -:- Toronto, Ontario

The Biggest Value for the Price

Whole wheat contains all the nourishment needed to build healthy tissue and furnish strength and energy to the human body, and when you sell it to your customers in the form of

Shredded Wheat

you are giving them the biggest food value they can buy for the price, because two Shredded Wheat Biscuits with milk and a little fruit make a complete breakfast at a cost of a few cents. It is always the same price, always the same high quality, always clean, always pure, with a fair profit to a fair dealer.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

"MADE IN CANADA"

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, - Ont.
Toronto Office:
49 Wellington Street East

5.

How to Test Advertising

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay.

The most successful merchants are the merchants who believe most thoroughly in advertising and who practice their belief.

But advertising, in order to pay, has got to be *intelligent* advertising.

The day of hashed-over superlatives —"best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the forefront of the crowd.

Put some *brains* into your advertising.

Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity—and you will find that advertising *does* pay.

—*Jerome P. Fleishman.*

RALSTON WHEAT FOOD
AND
PURINA
WHOLE WHEAT FLOUR

We are now opening a big advertising campaign throughout Canada in conjunction with advertising of Ralston Purina Co., of St. Louis.
The best trade appreciate the superior Ralston goods.
Order through your jobber, if he will not supply you write us direct.
Good profit on both lines.

The Chisholm Milling Co.
LIMITED
TORONTO

There is always a good demand
for
Royal Salad Dressing

—a demand every aggressive grocer will find well worth cultivating.

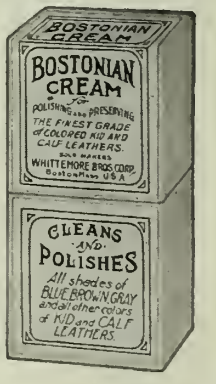
The delicious, appetizing qualities of this Canadian-made Salad is sufficient recommendation to the most critical customer.

To use it once is to use it continually—hence dealers handling it find repeat sales the order of the day. And the profit on every sale is big enough to make a little selling effort advisable.

Get a few dozen bottles of Royal Salad Dressing. See how it sells. Then you'll stock it right along.

HORTON-CATO MFG. CO.
Windsor, Ont.

Mr. Dealer
Here are the Season's Leaders in Shoe Polishes


BOSTONIAN CREAM
BOSTONIAN CREAM
FOR POLISHING AND PRESERVING
THE FINEST GRADE of COLORED KID AND CALF LEATHERS.
WHITTEMORE BROS. CORP.
Boston, Mass. U.S.A.
CLEANS AND POLISHES
All shades of BLUE BROWN GRAY and all other colors of KID and CALF LEATHERS

"**SHUCLEAN.**" White kid and white leather cleaner.

"**ALBO.**" White round cake, canvas cleaner and whitener, in lacquered metal box (2 sizes).

"**CAHILL'S**" French Bronze Dressing. Bronzes any color shoe.

"**BOSTONIAN CREAMS.**" Put up in all the popular colors and shades. Most perfect cleaner and polishing cream for the finest grade of colored kid and calf leathers.

"**GILT EDGE**" **Black Oil Polish.** The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

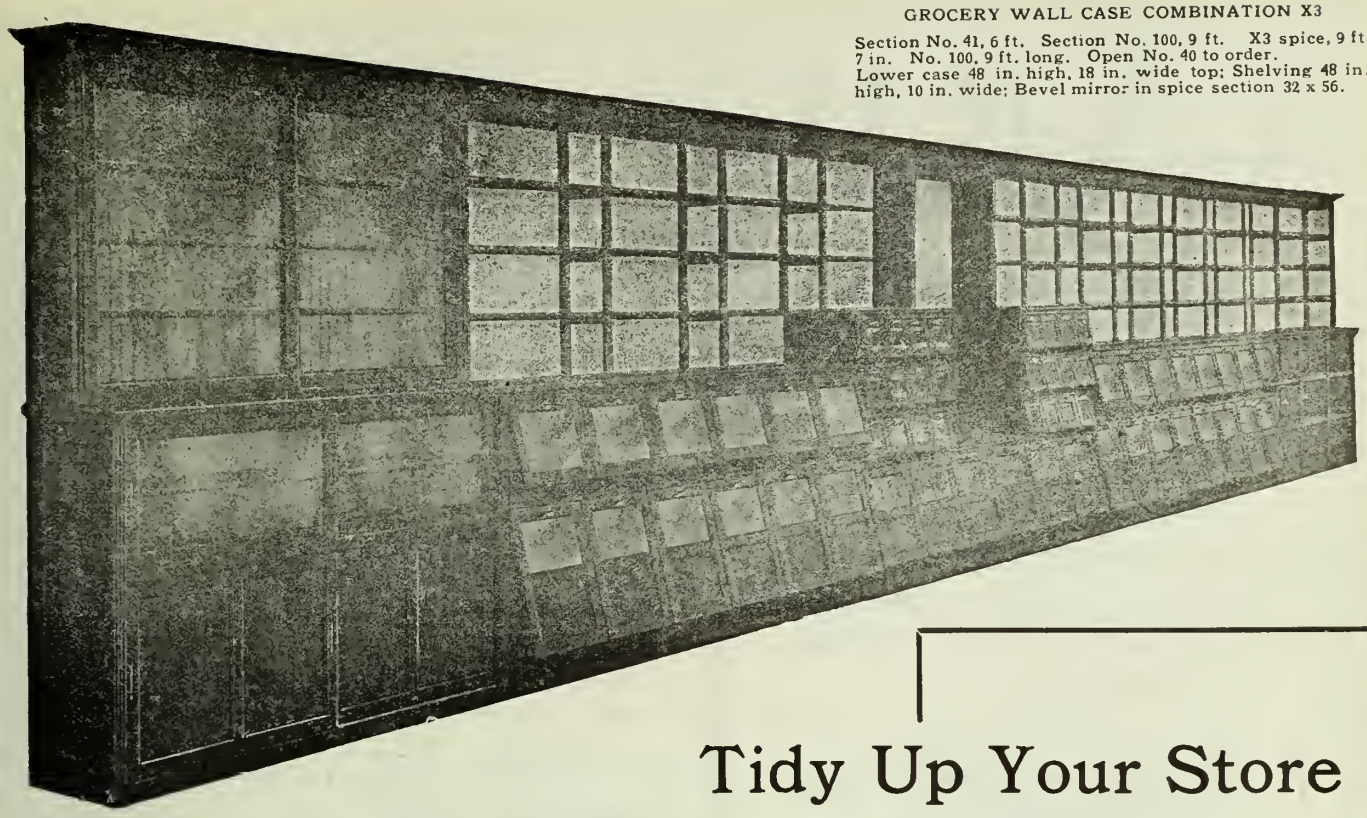
"**QUICK WHITE**" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c and 25c.

Ask Your Jobber for Prices and Complete Catalog.

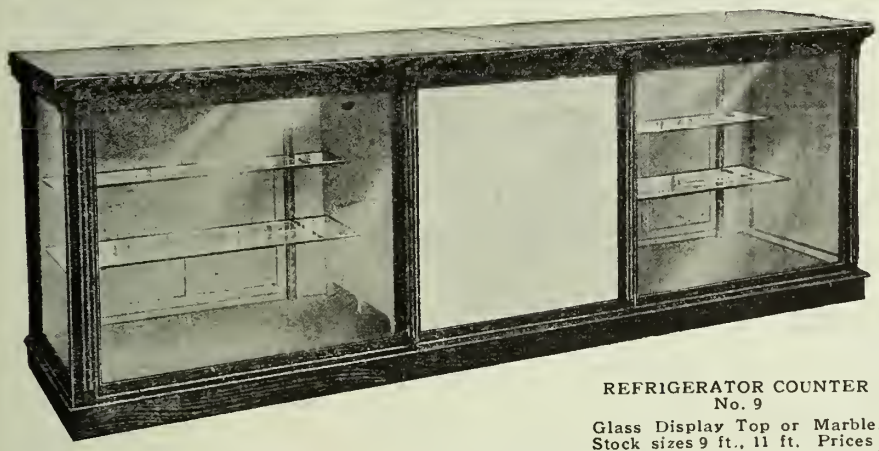
If any advertisement interests you, tear it out now and place with letters to be answered.

GROCERY WALL CASE COMBINATION X3

Section No. 41, 6 ft. Section No. 100, 9 ft. X3 spice, 9 ft. 7 in. No. 100, 9 ft. long. Open No. 40 to order. Lower case 48 in. high, 18 in. wide top; Shelving 48 in. high, 10 in. wide; Bevel mirror in spice section 32 x 56.

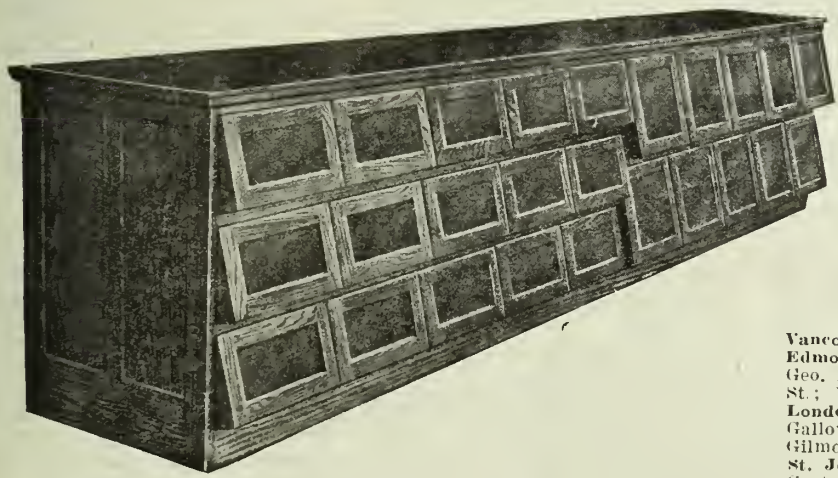


Tidy Up Your Store



REFRIGERATOR COUNTER
No. 9

Glass Display Top or Marble. Stock sizes 9 ft., 11 ft. Prices: $145.00 and $175.00. Shows and sells your Cooked Meats and Delicatessen.



No. 3 COMBINATION FALSE DISPLAY COUNTER

All Bevel Fronts. Patent gravity closing bins or drawers in rear; full capacity. Nothing better made. 14 ft. Counter shown, $155.00.

Don't let the spring clean-up season pass without putting your premises in the best possible trim for a bigger and better 1917 business. Make the most of every inch of your floor space, add 100% to your selling efficiency by installing **Walker Store Equipment.**

Retailers who have planned their stores and organized their selling forces along the **Walker Service** principle will tell you that the increased facilities acorded by Walker fixtures for handling merchandise and serving customers quickly is a wonderful asset in securing new patronage and retaining old.

Let us send you direct quotations on your requirements. Send us your floor plan and we go into the matter fully, without obligating you in any way. Ask us.

THE WALKER BIN & STORE FIXTURE COMPANY, LIMITED

KITCHENER :: ONTARIO

AGENCIES:
Vancouver, R. J. Borland, 611 North West Trust Building; **Edmonton**, W. A. Hampson, P.O. Box 1402; **Saskatoon**, Geo. A. Stuart; **Regina**, J. H. Smith, 1915 South Railway St.; **Winnipeg**, Jas. M. Hargreaves, 814 Broadway Ave.; **London**, W. J. Armstrong, 14 Euclid Ave.; **Hamilton**, J. H. Galloway, 194 Main St. East; **Ottawa**, Geo. Cameron, 414 Gilmour St.; **Montreal**, W. S. Silcock, 33 St. Nicholas St.; **St. John**, E. E. Church, Box 174; **Halifax**, F. H. Calder, Central Wharf.

LARD

continues to advance in price, and we think will remain at present high prices for some time to come. Hogs are very scarce, very high in price, and are not producing the usual amount of lard per hog.

We are making a very good Brand of "Star" Shortening in all the usual size of package, and shall be glad to quote you prices.

F. W. FEARMAN CO.
LIMITED
HAMILTON

THE BRUNSWICK - FREEMAN System of Mechanical Refrigeration will increase your business and raise your profits.

STOP! melting your dollars and draining them down the sewer. Cool your refrigerator and produce with the Brunswick-Freeman absolute temperature at all times. No trimming choice cuts of meat. No ice handling during the rush hours. Just turn the switch and the Brunswick - Freeman does the rest.

For using ice to cool your refrigerator is the same as lighting your store with a candle when your store is wired for electric light.

Write to us for Bulletin No. 103A.

The W. A. FREEMAN CO., Limited
Hamilton, Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90
8-oz.	2 55	2 50
12-oz.	3 85	3 75
16-oz.	4 90	4 80
2½-lb.	11 60	11 35
3-lb.	13 60	13 35
5-lb.	22 35	21 90

F.O.B. Montreal, or F.O.B. jobbers' point subject to jobbers' reguiar terms.

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	2 40
Currant, Black	2 50
Gooseberry	2 30
Plum	2 30
Pear	2 30
Peach	2 30
Raspberry, Red	2 50
Raspberry and Red Currant	2 40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case	4 40
20 lb. tins, ¼ doz. in case	4 25
Perfect seal glass jars in the case	3 40

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	80-90
1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sance, tall 2 doz. to case	1 85
Family, Plain, $1.85 doz.; Family, Tomato Sauce, $2.45 doz.; Family, Chili Sauce, $2.45 doz.; 3's only, $2.40 doz.; 3's, Plain, Tall, $3 doz.; 3's, Tomato Sauce, $3 doz.; 3's, Chili Sauce, $9 doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), doz.	....

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 60
12 oz. Glass, Screw Top, 2 doz. in case	1 80
16 oz. Glass, Screw Top, 2 doz. in case	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 30
2's Tin, 2 doz. per case	3 20
4's Tin, 12 pails in crate, per pail	0 59
5's Tin, 8 pails in crate, per pail	0 72
7's Tin or Wood, 6 pails in crate	0 94
14's Tin or Wood, 4 pails in crate, per lb	0 13½
30's Tin or Wood, one pail only, per lb.	0 13½

BLUE

Keen's Oxford, per lb	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb. boxes, per lb.	0 36
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

"It's all Right"

Comfort Lye—

Now is the time to sell it and certainly NOW is the time to buy it.

It is the Best and Fastest Selling 10c. Lye in Canada

There is no stronger or purer Lye made. Comfort Lye is one hundred per cent. pure.

Comfort Lye labels may be redeemed in premiums along with Comfort Soap wrappers.

Send for prices.

Pugsley, Dingman & Co., Limited
TORONTO

We keep Canada clean

If any advertisement interests you, tear it out now and place with letters to be answered.

"MY orange business on Orange Day alone was double that of my biggest previous week," wrote a retail fruit merchant last year.

"It proved to me what may be accomplished by a big mass display of oranges in the window, a special price and your advertising. I wish Orange Day came every week."

We had scores of similar letters from live retailers who took part in this big Orange Day drive and developed a bigger permanent business in oranges.

Orange Day is March 10th

The public will be bombarded with more publicity on oranges than at any other time of the year. Couple up with this big National movement by making conspicuous display of Sunkist oranges. Let this publicity on oranges help you make money on Orange Day.

March 10th is *the day.*

A beautiful set of colored window display cards will be sent free to any grocer or fruit dealer. Ask your jobber, or write our nearest office.

California Fruit Growers Exchange

A Co-operative, Non-profit Organization of 8,000 Growers

MAIN OFFICE: LOS ANGELES, CAL.

Canadian Offices:

Calgary, Alta. Toronto, Ont.
Montreal, Que. Vancouver, B.C.
Regina, Sask. Winnipeg, Man.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	**Per lb.**
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 33
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., per lb.	0 38
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$7 70
Reindeer Brand, each 48 cans	7 45
Silver Cow, each 48 cans	6 90
Gold Seal, Purity, each 48 cans	6 75
Mayflower Brand, each 48 cans	6 75
Challenge, Clover Brand, each 48 cans	6 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 15
Jersey Brand, Hotel, each 24 cans	5 15
Peerless Brand, Hotel, each 24 cans	5 15
St. Charles Brand, Tall, each 48 cans	5 25
Jersey Brand, Tall, each 48 cans	5 25
Peerless Brand, Tall, each 48 cans	5 25
St. Charles Brand, Family, each 48 cans	4 65
Jersey Brand, Family, each 48 cans	4 65
Peerless Brand, Family, each 48 cans	4 65
St. Charles Brand, small, each 48 cans	2 30
Jersey Brand, small, each 48 cans	2 30
Peerless Brand, small, each 48 cans	2 30

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 25
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	4 95
COCOA, Reindeer Brand, each 24 cans	5 25

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $25. 14s, $60.

Roast Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $22.

Boiled Beef, 1s, $3.10; 2s, $7.00.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s, $3.35; 2s, $6.25.

If any advertisement interests you, tear it out now and place with letters to be answered.

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

Retails at 10 Cents.

The favorite sauce in the favorite sized bottle

Here's something every housewife will appreciate. Worcestershire Sauce of highest quality, put up in neatly wrapped bottles at the popular price of 10c. You will like its money-making possibilities, its unlimited customer-satisfying qualities. Get your wholesaler to ship you a trial supply or, if he can't accommodate you, write us direct.

Packed 4 doz. to the case.

Chas. M. Edwards & Co.

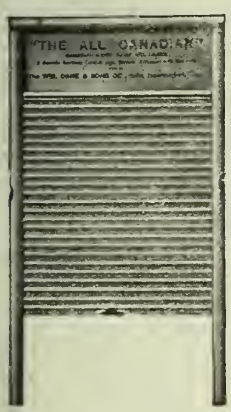
(E. B. Thompson, Sole Proprietor)

20 Front St. E., Toronto

Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the

NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD



means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited

NEWMARKET, ONTARIO

Order a box from your wholesaler or direct, prepaid to-day of

HAVANA RIBBON

5c. CIGARS

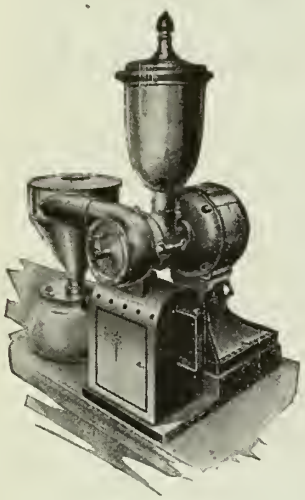
Manness & Bingham

LIMITED

MFRS. LONDON

If any advertisement interests you, tear it out now and place with letters to be answered.

Better Service for Her Better Profits for You



With the aid of a Hobart Coffee Mill you will be in a position to give your customers the utmost coffee satisfaction — coffee free from chaff, coffee ground to the individual taste of every customer. Think what this means to you in increased patronage and bigger profits.

The Hobart Mill will quickly cover its own cost in the better service and bigger profits it will bring you. It is a real, good investment.

The Hobart Mfg. Co.

149 Church St., Toronto

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

Cambridge Sausage, 1s, $3.00; 2s, $5.50.

Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.

Lambs' Tongues, ½s.

Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.

Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.

Tongue, Ham and Veal Pate, ½s, $1.50.

Ham and Veal, ½s, $1.45.

Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.

Potted Meats, Glass — Cbicken, Ham. Tongue, ¼s, ...

Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.

Ox Tongues, Glass, 1½s, $12; 2s, $14.

Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.

In Glass, 1s, $2.20.

Clarke's Peanut Butter — Glass Jars. ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 20c.

Clark's Peanut Butter—Pails 24 lbs., 20c per lb.

Clark's Tomato Ketcbup, 16 oz., $3.

Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2.
Individuals, 80c doz.

Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45.
Individuals, 90c doz.

Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45.
Individuals, 90c doz.

Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.

Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.

Clark's Chateau Chicken Soup, $1.25.

Clark's Chateau Concentrated Soups, $1.15.

Clark's Chateau Concentrated Soups. No. 1 assorted, $1.15.

Sphaghetti with Tomato and Cbeese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.

Englisb Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

LAFORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 20-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peacb, 2 dozen	1 80
Cberry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weigbt 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freigbt rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Cbocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	
Lemon, 2 dozen	2 50
Unfiflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round Iltho. dredge. Per doz.	10c Oval 1lb. dredge. 2 oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 90c.	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
Cinnamon whole, 5c. pkgs., window front, 45c.	....	....
Cloves	0 45	0 90
Cloves. whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, wbite	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozeus to case	4	4

Fresh Arrivals

Fruit

California "Sunkist" Lemons
California "Sunkist" Oranges
Seville Marmalade Oranges
Pineapples
Grape Fruit Almeria Grapes

Vegetables

Florida Cabbage and Celery
Cauliflower Dry Onions

and all other kinds of Fresh Vegetables.

THE HOUSE OF QUALITY

HUGH WALKER & SON
GUELPH, ONT.
Established 1861

Cranberries

$9.75 Bbl.

Fine late Howes. Never so cheap at this season.

With every other commodity high, Cranberries are the cheapest and most useful for **pies, sauces, etc. No waste, no trouble preparing.** Can be retailed at good profit,

15c. Quart

Full supplies

Grape Fruit, Oranges, Lemons, Bananas, Cauliflower.
Fresh car Jamaica Cocoanuts.

Also complete list of Fish and Oysters.

WHITE & CO., LIMITED
Wholesale Fish and Oysters
TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.
OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus Fruits
Cranberries,
etc.

25 CHURCH ST.
TORNOTO

If any advertisement interests you, tear it out now and place with letters to be answered.

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For more than a quarter of a century

McVitie & Price's

DIGESTIVE BISCUITS

have steadily increased in popular favour.

Quality is the first and last word in the Manufacture of these Biscuits.

The natural, soluble phosphates of the grain are retained and the Biscuits have a high nutritive value and delicious flavour.

Supplies can be obtained from the following:
C. E. Choat & Co., Halifax; McVitie & Price of Canada, Ltd., Montreal; Richards & Brown, Ltd., Winnipeg; The Campbell, Wilson Co.'s Branches in Saskatchewan and Alberta; Kelly, Douglas & Co., Ltd., Vancouver.

Liberal value for her, liberal profits for you

First sales of "Lively Polly" Soap Powder will open up a new field of steady, profitable "repeat" selling for you, because this big 5c Cleanser will give unstinted satisfaction to every housewife.

Order a stock to-day. Tell your customers about its unequalled cleansing properties. Then watch your sales go up.

J. Hargreaves & Sons, Liverpool

Canadian Agents, McLellan Import Co., 301 Read Bldg.

MONTREAL

THE LAPORTE-MARTIN LIMITÉE ANNOUNCER

MONTREAL MARCH 2nd, 1917

Salmon

We advise customers to buy their requirements at present prices. An advance in price in a short while is certain. We have been in constant touch with the sources of supply and it is certain that there is no further supplies of Sockeyes, Cohoes and Red Springs. Prices quoted by Packers for 1917 pack are equivalent to present wholesale prices, which really means an advance of about $2.00 a case.

We still have in stock fairly good supplies of Sockeyes, Cohoes, Pink and White. We invite your inquiry as to our prices. We have an exceptional offer in White Chums.

If you have not received any of our attractive calendars drop us a card. We will be pleased to send you some.

Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street, Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

A FIRST-CLASS OPPORTUNITY TO SECURE an established business of staple dry goods, crockery and groceries in town of Simcoe. Stock about $7,000. R. Edmunds, Simcoe.

FIRST-CLASS GENERAL STORE IN heart of Niagara District. Good, clean stock, about $6,000, at a low rate. Turnover $30,000 annually. Box 217, Canadian Grocer.

WELL ESTABLISHED GENERAL STORE and dwelling, in a lively western town, turnover $100,000 yearly. Hardware, Groceries and Dry Goods. A good proposition for the right party. Good reasons for selling. Apply to Box 218, Canadian Grocer.

McCASKEY REGISTER (420 ACCOUNTS) and Grimsby Fruit Stand, both as good as new, will sell cheap for cash, as the owner has given up business. J. A. Gillett, Aylmer, Ont.

A 640-ACCOUNT, McCASKEY REGISTER, practically new will sell cheap for cash, reason for selling ,doing a cash business, can recommend register. R. A. Wells, Dresden, Ont.

LOCK-UP-SHOP IN THE BEST RESIDENtial part of Ottawa. Turn over $16,000, modern fixtures, owner must sell on account of sickness, will stand investigation. Come to a city where you don't hear hard luck stories. "Government Employees." Address 385 Sunnyside Ave., Ottawa.

AGENCY WANTED

GROCERY SALESMAN HAVING ESTABlished connection in Toronto and district, wants good line on commission. Address Box 219, Canadian Grocer, Toronto.

Want Ads.

Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

OAKEY'S KNIFE POLISH

WELL-KNOWN

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

This space would cost you only $1.00 per issue for one year.

We are Wholesale Importers of

Peanuts Canned Crab

Oriental and Australian Goods

Canadian Distributors of

"WASHCLEAN"

Gold Medal Labor Saver for Washing Clothes Without Rubbing

(2,000,000 users

Direct Supply Association

509 Belmont House Victoria, B.C.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayab'e 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

Canadian

Canadian labour, capital, enterprise and perseverance have succeeded in developing the best chewing gum sold.

A.B.C.

Chewing Gum

It is distinctive in its every feature — new box — new form— new style of wrapping—new shade of peppermint flavour—and the smoothest gum you ever tried.

All dealers carry the unique box shown above on their counters.

5¢

Made in Canada
by the
Canadian Chicle Co., Limited
at Peterboro

55

For Sale Only Through Legitimate Jobbers

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, MARCH 9th, 1917 No. 10

Welch's

"The National Drink"

WELCH QUALITY

is the result of many years' experience, the careful selection of grapes and an up-to-date plant equipt for efficiency.

Display Welch's in your window, on your shelves. It will bring you discriminating customers.

Sold by Leading Jobbers

THE WELCH CO., LIMITED

ST. CATHARINES, ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of widespread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

The Natural Decorative Quality of Fruit Makes Experience Unnecessary.
The Effort Will Convince You of the Effectiveness of the Fruit Window.
The Results Gained Will In Themselves Be a Compensation.

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

Conditions of the contest are: The window must be decorated entirely with fruits. It may be all of one variety, or a general display as the competitor thinks best. Have the window photographed; about 10" x 7" is the best size. Have the photo as near this size as possible—not necessary to mount it. Mail copy to this office accompanied by a description of the window.

This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities over 10,000 Population		Centres under 10,000 Population	
1st Prize	$5.00	1st Prize	$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE - - TORONTO

Sales come easiest with goods that hold the public confidence

BORDEN MILK Co. LIMITED
"EAGLE BRAND"
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

Made in Canada

No waste of words, no precious moments lost in selling the housewife any of the

Borden Milk Products

Sixty years of Borden purity, sixty years of Borden reputation, sixty years of extensive Borden advertising have so built up the public confidence in Borden Milk Products that sales are fully made before the customer enters your store.

Such confidence as this is continually creating new trade and making every prospective buyer a satisfied and regular customer.

See for yourself how this confidence will greatly strengthen and increase your sales. Display Borden's prominently in your store.

Ask your wholesaler to replenish your stock to-day.

Borden Milk Company, Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office, No. 2 Arcade Building, Vancouver

ENO'S "FRUIT SALT"

is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.

Order a bottle TO-DAY from your dealer.

Prepared only by

J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.

Agents for Canada:
Harold F. Ritchie & Co., Limited
10 McCaul St., TORONTO

The pleasant-to-take ounce *of* prevention

With warm weather come fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant, mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

Don't stock—but sell it. Show it in your counter and window displays.

J. C. Eno, Limited, "Fruit Salt" Works

LONDON, ENGLAND

Agents for the Continent of America: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto

Why risk your quality reputation with insecurely sealed goods?

You can insure yourself better and bigger sales and satisfied customers by insisting on bottled goods sealed with the security of **Anchor Caps**. No seal is so positive, no seal retains the original purity and freshness of the goods quite as surely as **Anchor Caps**.

A stock of bottled goods with **Anchor Cap** seals will make neater displays, and they'll sell better because their very appearance inspires confidence and stimulates interest.

Test **Anchor Cap** selling value on your next bottled goods order. Speak to your wholesaler to-day.

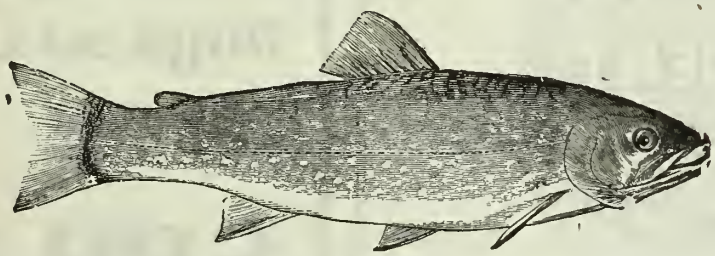
Anchor Cap & Closure Corporation of Canada
LIMITED

If any advertisement interests you, tear it out now and place with letters to be answered.

All Kinds of Fish

A DAY'S CATCH AT ONE OF OUR FISHING STATIONS

EXTRA——————SPECIAL
Ocean Caught
WHITE SPRING SALMON



HEADLESS TAILLESS DRESSED

FISH FISH

Better than Qualla

11c.

Equal to Cohoe

FISH FISH

SPLENDID
SUBSTITUTE FOR TROUT

SPECIAL PRICES IN CASE LOTS.

J. BOWMAN & CO., Wholesale Fish
66 JARVIS ST., TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Thousands of successful Grocers

are selling Royal Acadia Sugar, the pure high-grade sweetening medium that good housewives everywhere are asking for.

The hundred and one household uses which **Royal Acadia Sugar** fills so satisfactorily has made it an unmistakable favorite with the housewife, and a dependable seller with every grocer handling it. Royal Acadia is good right through — **"Every Grain is Pure Cane,"** and every sale is the foundation upon which is built up steady money-making repeats.

Suggest Royal Acadia to her and avoid disappointment.

ROYAL ACADIA SUGAR

"Every Grain Pure Cane"

The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

A LIQUID AND PASTE COMBINED — TILLEY'S — REGENT — SHOE — PASTE — UN LIQUIDE ET PATE COMBINES — MADE BY CHAS TILLEY

Something every customer needs

A reliable high quality shoe dressing satisfactory in every way.

The demand for Regent Shoe Dressings is in evidence the year round, and dealers would be well advised to stock these superior quick sellers. Sold through wholesale grocery houses at 75c per dozen.

How about a first order?

Chas. Tilley & Son

MANUFACTURERS

90 Richmond Street West, Toronto

In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

If any advertisement interests you, tear it out now and place with letters to be answered.

What National Cash Registers Do.

No. 7—Make you Know your store—Make Guess-work needless.

The New National Cash Registers make all guess-work about your store needless. They enable you to **know** with absolute certainty every detail regarding your money transactions.

They enable you to **know** exactly what amount of money should be in your cash drawer at any moment.

They enable you to **know** just how many sales have been made in the day, the exact amount of cash you have received, the full amount of credit you have allowed, the precise amount of money you have paid out.

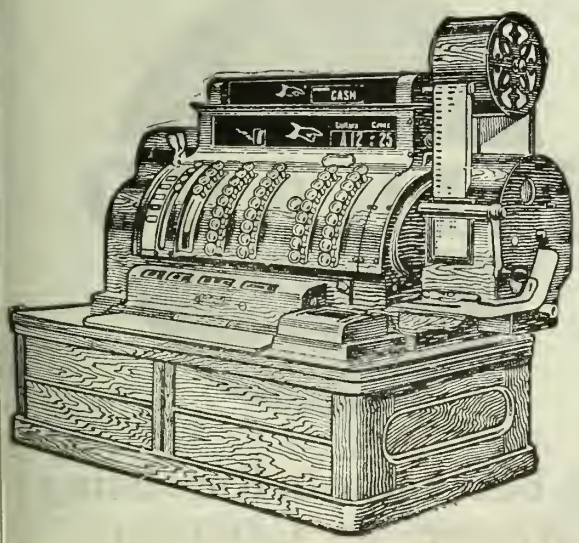
You do not have to guess at these things — the new National Cash Registers tell you.

They tell you all the kinds of goods sold. They make you sure that no charge sale has been forgotten.

They record the date and consecutive number of each transaction.

They do all these things mechanically, instantly, accurately, permanently. No human being could compete with these machines; no man should do what a machine can do better.

Now is the time to install machines which as an incidental part of their service make guess-work needless about your store.



The National Cash Register Company of Canada, Limited

Christie Street, - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register — years old. Principal lines of merchandise are ——

Firm name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

MOORE'S

House Colors

Every live General Merchant should stock them

—particularly now with the spring clean-up days at hand. A trial supply will convince you of this: it will show you the advisability of making Moore's House Colors part of your regular stock.

MOORE quality is absolutely guaranteed, every drop of our paint is sold on a strictly returnable basis.

INTRODUCE these quick selling, brilliant and lasting paints to your customers. *Send for one of our 10 gallon assorted shipments at a special price* and put yourself in a position to secure a big piece of extra profit by displaying and suggesting Moore's—the paints of dependable quality.

Benjamin Moore & Co., Limited
WEST TORONTO

NORWEGIAN SARDINES (SMALL FISH)

NOTHING LIKE IT!
NO BONES!
ALL MEAT!

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal
"LORD NELSON" BRAND (Brisling)

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

CLARK'S

The Beans Canadians like.

The Beans the best grocers sell.

THE QUALITY BEANS.

PORK and BEANS

PLAIN, CHILI AND TOMATO SAUCE

are

READY SELLERS
STEADY SELLERS

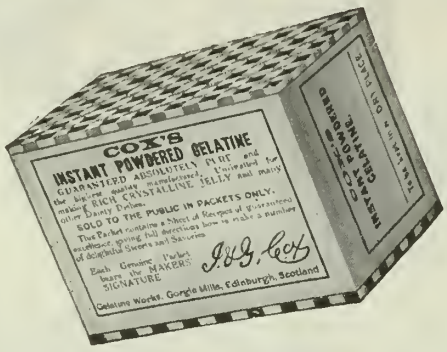
and

BUSINESS BUILDERS.

REPLENISH YOUR STOCK NOW.

W. CLARK, LTD. Clark's **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.



GROWTH

is a matter of merit and service

The sales of Cox's Gelatine never stand still. Their unqualified goodness and world-wide reputation are building big business for thousands of grocers. But more particularly during the winter months, when social events call for dainty, unusual desserts.

Get them on display prominently in your store. Get their reputation, their quality, their goodness, working behind your sales. Write your nearest wholesaler to-day for particulars and supplies.

Arthur P. Tippet & Company

Montreal

Winnipeg: Tees & Persse, Ltd. **Vancouver: Martin & Robertson, Ltd.**

Grocers, send us your Fancy Poultry Orders

We give you the kind of goods you are looking for, the goods with the right quality and the right price. Our

Roasting Chickens, Boiling Chickens, Ducks, Geese and Turkeys

are always O.K. We'll fill your order on a moment's notice and fill it satisfactorily. Let us quote you before ordering elsewhere. Same prices every day in the week.

Our Fresh Eggs and Creamery Butter are always reliable.

C. A. Mann and Company

PHONE 1577

78 KING ST. - LONDON, ONT

Order a box from your wholesaler or direct, prepaid to-day of

HAVANA RIBBON

5c. CIGARS

Manness & Bingham
LIMITED

MFRS. LONDON

If any advertisement interests you, tear it out now and place with letters to be answered.

SELL
PRESNAIL'S
PATHFINDER CIGARS

Pleases the home cook

Whether for biscuits, pies or bread, PURITY FLOUR will satisfy the most particular home cooks you have on your list of customers.

The highest quality wheat grown in Canada is used for

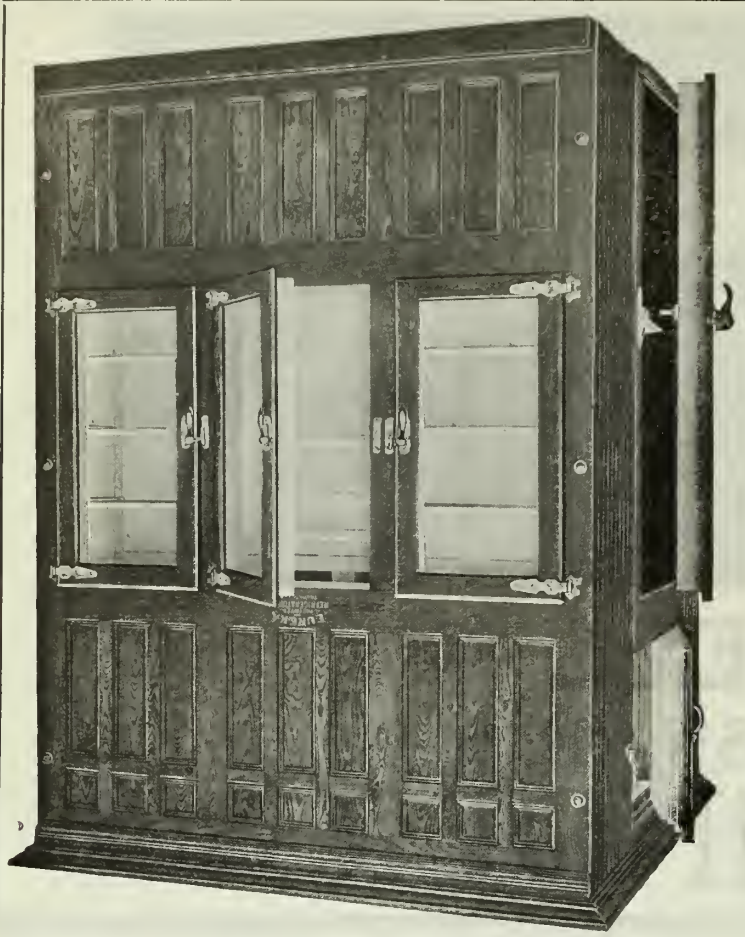
PURITY FLOUR

and the milling process is the most costly. The quality of this flour is unsurpassed and is uniformly maintained. It deserves your highest recommendation.

Western Canada Flour Mills Co., Limited

Toronto Winnipeg Calgary Goderich Montreal St. John

If any advertisement interests you, tear it out now and place with letters to be answered.



Are your perishables protected against the warm, moist days of Spring?

Insecure or inefficient refrigeration methods are mighty costly, Mr. Grocer. Think of the results—spoiled stock, dissatisfied customers, lost profits.

Protect yourself against all three—keep your stock of perishables fresh, clean and sweet by installing a

Eureka Refrigerator

—the perfection of scientific security. No other refrigerator on the market has the **Centre Warm Air Flues Across Ceiling of Cooling Room,** and this is just one of many new and exclusive Eureka features.

There are many different models of Eurekas—Whatever your requirements are we can fix you up. Just drop a card for catalog and full particulars.

Eureka Refrigerator Co., Ltd.

BROCK AVE. NOBLE ST. EARNBRIDGE ST.

Phone Park 513.

Head Office and Showrooms:

27-31 Brock Ave. Toronto, Canada

Fine for your Lenten fish displays

None better. Every customer appreciating delicious, tasty sea foods will readily acknowledge our

Norse Crown Smoked Sardines
(DE LUXE)

and

Norwegian Small Flat Herrings in Tomato Sauce (½ lb. tins)

to be as choice and as well flavored as they could wish for. Hence you will find it advisable to stock these two quality lines—bigger fish sales and better profits are as sure as daylight.

Your wholesaler can supply you with these and our various other brands of Sardines. Ask him. Stock up now and profit by the heavy demand for fish during the remaining weeks of Lent.

Agents for The Overseas Export Co., Limited, Norway:

Stewart Menzies and Company

70 LOMBARD ST., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Made in Canada
GRAPE JUICE

E
D S

Big Profit—
Large Demand

E. D. Smith Grape Juice has the natural Concord Grape Flavor—a delicate flavor which our process fully conserves. Each bottle of E.D.S. Grape Juice contains all the richness of the Concord grapes grown in our own vineyards.

The Strength and Purity of E. D. Smith Grape Juice make it go farther—most economical.

Profit for you. Satisfaction for your customers.

Send your order early.

E. D. Smith *and* Son, Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES.

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES (CONTINUED).

C. & J. JONES

WINNIPEG - VANCOUVER

Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

THE Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG

Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.

DISTRIBUTION & SERVICE from COAST to COAST.

W. H. Escott Co. Limited

Manufacturers' Agents
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES:
Regina Saskatoon
Calgary Edmonton

ESTABLISHED 1907

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

C.H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

509 Merchants Bank, Winnipeg

We have several good accounts, but can give you results on yours.

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent

We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue East. Winnipeg

McKelvie & Stirrett Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents.

CALGARY ALBERTA

We solicit agencies for staple lines.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

IMMEDIATE DELIVERIES

Can Be Made on

CHRISTIE'S BISCUITS

Large consignments received since the fire.

ROBERTSON'S CONFECTIONERY

SCOTT-BATHGATE CO., LIMITED, - WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

BEANS and POTATOES

What have you to offer?

Write or wire to-day.

Correspondence solicited.

WHITE & McCART, LIMITED

Car Lot Distributors

309-310 Board of Trade Building

TORONTO - - ONTARIO

Reference—Dominion Bank of Canada, Toronto

W. G. PATRICK & CO.

Limited

Manufacturers' Agents and Importers

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

HAMBLIN-BRERETON CO.

Limited

Wholesale Grocery and Confectionery Brokers

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FEATURE FOR THE TRENCHES

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Manufacturers Agents

Grocers, Confectioners and Drug Specialists

12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.

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TORONTO - ONTARIO

If you want low quotations on

Japan Tea, Raisins or Tapioca

Write us at once

W. H. Millman & Sons

Wholesale Grocers' Brokers

TORONTO

The HARRY HORNE CO.

Toronto, Can.

BROKERS AND IMPORTERS

Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.

We carry stocks in our own Warehouse (when necessary).

We employ a steady staff of salesmen. (Get in touch with us.)

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties.

H. W. Ackerman

BELLEVILLE ONTARIO

WESTERN PROVINCES

C. S. Turner Co.

147 Bannatyne Ave. East

WINNIPEG

Manufacturers Agents

Excellent Storage, Forwarding and Distributing Facilities

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in CANADIAN GROCER and let it assist you in filling your needs.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.
BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY.
Commission Merchants and Brokers.
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagne Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

When writing advertiser kindly mention that you saw his ad. in this paper.

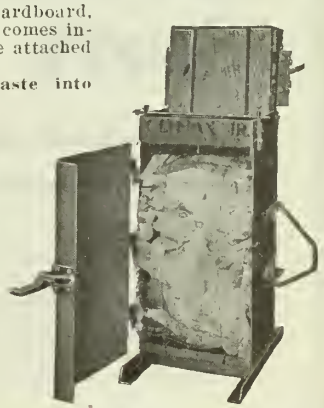
Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE
They are carefully selected and packed for the Canadian trade, in cases of 10, 15, 30 or 50 lbs. each, containing ¼, ½ or 1-lb. packets, or assorted.
Orders Executed Promptly, Direct or Through
R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

Substantial Revenue and Store Tidiness

Are two outstanding features you gain by the installation of the Jewel Paper Baler.
Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*
You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.
A card will bring all particulars re baler and your best market.
General Sales Co.
Stair Bldg. TORONTO

IT IS IMPORTANT!
If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through
Canadian Grocer
143 University Avenue, Toronto

WASTE N e dcc ire cf thcught
Every bit of waste paper, cardboard, packing, straw, excelsior, that comes into your business has an invoice attached so to speak.
Then why not turn this waste into profit
by using a
ALL STEEL CLIMAX FIREPROOF
BALING PRESS
Thousands of progressive merchants are doing so.
Why not you?
Send for particulars.
CLIMAX BALER CO.
Hamilton, Ont.



Mention This Paper When Writing Advertisers

When you sell molasses sell Leacock's

—the pure high grade molasses that sell well and leave you a profitable margin.

Leacock's Mo asses

(EXTRA FANCY AND EXTRA CHOICE)

It will pay you well to stock "Leacock's."

Leacock & Company

Exporters of High grade Molasses

BARBADOS, B.W.I.

Dutch Tea Rusks

The New Breakfast Food

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

Packed 36 15c packages to the case.

The Robert Gillespie Co.

WINNIPEG, MAN.

Agents for Canada

Successful Merchants

invariably buy

GIPSY

Stove Gloss

Order from your Wholesaler

HARGREAVES (CANADA), LIMITED

The Gray Building, 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C

MALCOLM MONEY MAKERS

Every individual sale of Malcolm Milk Products leaves you a decent profit and the repeat business that invariably follow first sales keep your cash register constantly ringing.

Don't forget that the Malcolm lines are produced by the only **Canadian firm engaged in the Manufacture of Milk Products.**

The Malcolm Condensing Co.

Limited

ST. GEORGE, ONTARIO

The Only Canadian Milk Company

If any advertisement interests you, tear it out now and place with letters to be answered.

Good Tea Is Not Dear

It is still one of the very cheapest articles of food.

A pound of 50c. Red Rose Tea will make over 200 cups of tea fully as strong as most people like tea—or over 4 cups for 1 cent.

60c. Red Rose will make 250 cups to the pound—just as cheap to use and tastes better—a finer flavor. The tea we specially recommend.

So it will be a long while yet before anyone will need to stop using tea on account of the price.

T. H. ESTABROOKS CO., LIMITED

St. John **Toronto** **Winnipeg**

P.S.—We would suggest that you tack this up where your customers can see it. We think very few people realize how very little a cup of Red Rose Tea costs.

This is due to our using such a large percentage of the rich, strong Assam teas of Northern India, that make many more cups of tea to the pound than straight Ceylons—and these Assam teas also give Red Rose that fine, rich flavor which is so much liked.

It pays to feature the two Robinson Cereals

Everybody has heard of

ROBINSON'S "PATENT" GROATS

and

ROBINSON'S "PATENT" BARLEY

—their reputation is world-wide, their sterling good qualities have popularized them everywhere.

Grocers handling these two lines should keep them constantly displayed. Remind your customers daily that you are a Robinson dealer. Then you will find your sales repeat and your profits steadily growing.

CANADIAN AGENTS:

Magor, Son & Company, Limited

30 Church St., Toronto **191 St. Paul St. W., Montreal**

Line up with Canada's Leading Grape Juice

Make your Grape Juice sales really worth while by featuring *BARNES*—the peer of them all. The best grocers everywhere are stocking it, the most particular people are won over by its splendid sweetness and purity.

For Barnes Grape Juice is pure—absolutely. The juice of selected sun-ripened Concord Grapes—sparkling—palate-pleasing—delicious.

A stock of this delightful Canadian-made beverage will enable you to secure a good share of the demand for a real, popular temperance drink. This demand is constantly growing and wide-awake grocers are going to profit accordingly.

Will you be one of them?

The

Ontario Grape Growing and Wine Mfg. Co.

St. Catharines, Ont.

CANADIAN GROCER

Vol. XXXI. TORONTO, MARCH 9, 1917 No. 10

Manufacturers in Fighting Mood

Claim Cost of Living Commissioner is Adopting an Outrageous and Unjustifiable Attitude—Stand Behind Fixed Trade Price System, and Will Defend Their Rights in Courts if Necessary—Urge Formation of Commission Capable of Dealing With Business Questions in a Businesslike Way.

THE activities of Hon. W. C. Crothers, Minister of Labor, and W. F. Connor, the High Cost of Living Commissioner, under the powers conferred by the recent Order-in-Council, have decidedly been getting under the skin of the grocery trade of this country, from the manufacturer and wholesaler, to the retailer. The investigations, and warnings, and the commands, many claim, have put the trade in a very unenviable light before the public. The culmination was the notice of the introduction of a bill by Mr. Knowles, of Moose Jaw, to make the entering into any trade agreement to fix the price of any article unlawful.

On February 28 a meeting of wholesalers and manufacturers was held in Toronto, when the action of the Minister of Labor, and the proposed new bill were indignantly discussed.

Will Fight if Necessary

It was the feeling of this gathering that the charges being made against the trade were unjustifiable, and as a result the resolution noted herewith was unanimously passed. The members of this gathering held that there was no provision in the Order-in-Council to forbid the adoption of trade contract prices, and that the Minister of Labor's activities in this regard were a wholly unwarrantable infringement of the rights of the merchants, and as such they decided not to be bound by his decision, until the authority for such a decision was more plainly made manifest, and to contest in the courts, if necessary, any attempt on the part of the Minister of Labor to attack the present accepted system of price contracts.

It was also decided at this meeting that a committee should wait upon the Hon. George Foster and the Hon. Mr. Crothers, to present this petition and to urge their side of the case, and also to urge the formation of an Inland Trade Commission.

BILL THE R.M.A. IS OPPOSING

The following is a copy of the Bill, which was introduced by William E. Knowles, M.P., of Moose Jaw, and which it is the intention of the Retail Merchants' Association to oppose, and which they say places unfair restrictions on retailers.

COPY OF BILL

House of Commons of Canada

BILL 21

An Act to Amend the Criminal Code

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

1. *THE CRIMINAL CODE, Revised Statutes of Canada, 1906, chapter one hundred and forty-six, is amended by inserting the following section immediately after section four hundred and ninety-eight thereof:—*

"498A. *Any manufacturer, wholesale merchant, dealer, agent or commission merchant who either directly or indirectly stipulates, agrees or arranges that any goods, wares or merchandise sold or otherwise disposed of by or to him shall be sold by any purchaser thereof at a price not less than one prescribed by him, or who in any way endeavors to prescribe a price below which a purchaser shall not sell the same, shall be guilty of an offence and shall be liable, upon summary conviction to a fine not exceeding five thousand dollars or to imprisonment for a term not exceeding three months or to both fine and imprisonment.*"

The committee that waited on these Ministers on the forenoon of March 2, consisted of H. C. Moneypenny, Hugh Blain, W. C. Miller, Toronto; H. C. Beckett, Hamilton; Armand Chaput, Stanley Cook, Montreal; Gerald Fitzgerald, Henry Watters, and E. M. Trowern, Ottawa.

Urge an Inland Trade Commission

The primary matter that this committee placed before the Ministers of Trade and Commerce, and of Labor, was that of the formation of an Inland Trade Commission. It was urged that this Commission consist of three members in whom the public had thorough confidence and whom they knew were capable of investigating commercial subjects. It was urged that this commission devote their entire time to these matters and receive suitable remuneration.

The Powers of the Commission

It was suggested that the activities of the Commission should deal with—

1. The investigation of the cost of the production and manufacture of any class of goods and the matter of a fair wholesale and retail selling price.

2. The question of the cost of distribution of these products.

3. The consideration and investigation of the systems now in vogue for the distribution of merchandise, and the suggestion of improvements where such appear necessary.

Minister of Labor Accused of Unwarrantable and Outrageous Conduct

In the course of the discussion that followed, there was a sharp attaek on the methods and practices of the Minister of Labor. The Order-in-Council, it was contended, did not give authority to go to the lengths that the Minister of Labor and his officers were going. Mr. O'Connor had sent out questions, it was claimed, that would not arrive at anything, and which displayed an absolute ignorance of trade and commerce. Mr. Beckett said that to accuse business interests of combining, and condemning them as guilty without ever taking evidence, was outrageous conduct.

Another direct question that was put to Mr. Crothers was as to where he found his authority for writing a manufacturer and telling him that he must discontinue all contracts at present existing between himself and his customers. It was admitted by the deputation that the department was empowered to ask such questions as they saw fit, and that these questions had to be answered. They denied, however, that the authority of the department went beyond that point. The terms of the Order-in-Council, as interpreted by the members of the deputation, do not contain any clause permitting its administrators to override any existing agreement, and that there was no legal justification for the Minister of Labor or his agents in instructing the manufacturer or owner that he may not lay down a fixed price for their goods.

In answer to a question of Mr. Trowern, Mr. Crothers asked where he was interested. "What have the retail merchants to do with this?" he asked. "We have investigated the retail trade in Ottawa and have found nothing wrong with it." The members of the deputation, in considering this statement, consider that Mr. Crothers has rather cut the ground from under himself, as provided that the retailer is not guilty of combination in the matter of this set trade price, they do not see how the wholesaler or manufaeturer, the other parties to the agreement, can be considered guilty.

H. C. Beckett, Hamilton, Ont., a staunch opponent of the Knowles Bill.

Both Ministers listened attentively to the arguments brought forward. The Hon. Mr. Foster expressed himself as personally favoring the Inland Trade Commission idea, and promised to bring the matter before the Government and report at a later date. Mr. Crothers did not express any great sympathy with the plan; indeed, he made it clear that no promises must be given relative to the matter that would in any way put a drag on the Cost of Living investigation aetivities under the powers bestowed by the Order-in-Council. These powers, he assured the deputation, it was his intention to use to the full.

AT A meeting held in Toronto on Wednesday, February 28th, at which representatives from every wholesale distributing centre in Ontario, a number of manufacturers, and E. F. B. Johnston, K.C., and Hon. Geo. Lynch Staunton, K.C., were also present, a resolution was passed that the question of the action taken by the Minister of Labor in assuming authority under the Order-in-Council,—to not only accuse, but pronounce guilty, those engaged in the distribution of the necessaries of life before an investigation has taken place, is, in the opinion of trade, not only arbitrary and unreasonable, but by publicly assailing business interests is doing and has done serious injury and is misleading to the consumer. The trade submit that investigation by an unprejudiced non-political tribunal will establish the fact that the situation is being grossly and ignorantly misrepresented. Therefore, it is "unanimously resolved and agreed that the attacks of the Minister of Labor in connection with internal trade methods are unfair and unwarranted and that unless the Government are prepared to have an investigation of trade details with a view to dealing justly with the trade of Canada, the members of the Wholesale Grocery Trade are unanimously agreed to contest in the Courts, if necessary, their just rights and that F. T. Smye, Walter Lumber, Hugh Blain, H. C. Beckett, and A. H. Pafford be appointed a Committee to look after the matter if litigation ensues with power to engage eounsel, and that the members of the trade present, each agree to pay their share of the expenses. Also that the Committee are hereby empowered to engage a secretary to keep the trade posted in Ontario and advise J. Stanley Cook, Montreal, and that he in turn advise the trade of the other provinces, and further, that a copy of this resolution be forwarded to the Acting Premier, Hon. Sir Geo. E. Foster, for prompt consideration by the Government.

SCOTTISH MILLING AND CO-OPERATIVE ASSOCIATION WILL GROW THEIR OWN GRAIN IN CANADA.

A week ago we noted in these columns the purchase of the Weitzen farm by the Scottish Wholesalers Co-operative Society.

This farm is in the Goose Lake district some 80 miles from Saskatoon. The farm consists of some 10,000 acres, 8,000 acres of which are already under cultivation. The price paid for this land was some $300,000.

A good deal of speculation has been afoot regarding the reasons behind this enormous purchase. THE CANADIAN GROCER has been in touch with the Board of Trade of Saskatoon, who were largely instrumental in inducing the society to purchase in their neighborhood.

The Scotch Wholesalers Co-operative Society is a very large organization as the extent of their purchase would suggest. They carry on a retail, wholesale, and manufactnring business on a large scale in many parts of Scotland. They also operate a number of large flour mills in the interest of their members, and it is with these that the deal in question is largely associated. They have determined to grown their own wheat for their own mills in Scotland. Representatives of the society visited the district some three years ago to consider and investigate the wisdom of such a step, but it is only recently that the actual transfer has been made. There are strong probabilities that this is only the forerunner of many further moves of a similar kind. The different municipalities in the West are doing all in their power to interest British captal in the agricultural opportunities of the great West.

Interior of the James Smith Store, Welland South, Ont.

A Modern Store on Basis of Hard Work

How James Smith, of Welland South, in Three Years, Has Built up a Fine Business, and Provided His Store With the Best of Modern Equipment and the Acme of Service—Starting in Business by the Delivery Boy Route.

THE success of James Smith in the grocery business is one not favored by any fortunate circumstance, but is due merely to honest and persevering hard work.

Mr. Smith came to this country some five years ago, without any particular amount of money to boast of. Coming from Scotland, however, he knew how to make the most of what he had, and also how to make two hawbees grow where only one grew before, which, as everyone knows, is the essence of business understanding.

Mr. Smith began work as a delivery boy. Remember this was only five years ago, and in the brief interval that lay between the rosy fingers of the dawn and the solemn fingers of the evening, he went to night school. There he got a thorough technical business training, and by dint of keeping his eyes open he managed to pick up a very considerable amount of practical knowledge to go with it.

Starts a Store

After two years of this work, the pile of bawbees had reached sufficient proportions to justify a real venture. In Mr. Smith's case this venture took the form of starting in business for himself. And it will be generally admitted that for a man of small capital to start in business in these times has enough of the gambling principle about it to provide a very reasonable amount of excitement.

Mr. Smith opened up a small store in Welland South, Ont., and went to work. That was the whole thing. He worked, and he worked in a way that would make a galley slave blush with shame. But these years of strenuous labor were bound to be rewarded. Business came his way, and more business began to follow that, with a result that it dawned upon Mr. Smith that he was prospering and could afford to blossom out into a somewhat more imposing store.

Now if you will look into Mr. Smith's store you will see a thoroughly modern equipment. A clean, well-lighted attractive store, with bins and fixtures of the most modern pattern, with modern scales and attractive display cases. Well-dressed windows call attention to the goods, attractive displays make them more than usually saleable. In the butcher department the same idea of cleanliness and attractive display is carried out.

Knows Business From Delivery Side

Moreover, Mr. Smith knows the grocery business from the side of the delivery man, and that is a most important side. A delivery man can do a good deal toward helping or hindering a business, and efficient delivery may mean a big factor in business success. Here Mr. Smith is on his own ground, and can speak with authority, and the matter of service is one of the large items in his success. We use the word success advisedly, for his business has grown from nothing only three years ago to a new modernly-equipped store that does a business amounting into four figures every week of the year.

The illustration that accompanies this brief sketch will serve to show what may be done in the grocery business with hard work.

Is the Trade Contract Price Illegal?

Many Opinions as to Its Legality and Advisability Heard Daily — Minister of Labor Claims Such Contracts Illegal Under the Order in Council — A Toronto Wholesaler Ably Defends the Rights and the Advantage of Such Contracts

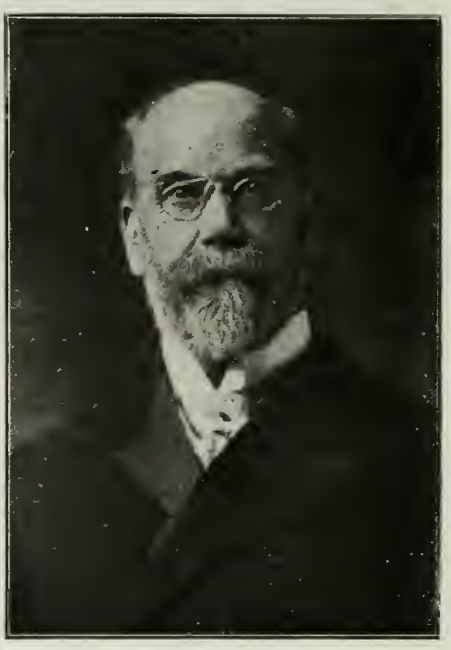
THE question of a trade contract price is coming very much into the limelight of recent days. The perpetual cry of high prices, and the exercise of the powers conferred under the Order-in-Council by the Minister of Labor, have aroused a good deal of agitation on the matter, and many charges that such contracts form a restraint of trade and are therefore illegal. Several instances have been noted where the Minister of Labor has challenged the right of manufacturer or jobber to engage in these contracts.

It will therefore be of interest to consider the defence of the system as it is outlined by Hugh Blain, of the Eby, Blain Co., Toronto. This defence was presented to the Hon. George Foster at a deputation that waited upon the Minister some time ago to appeal against the proposed bill of Mr. Knowles, of Moose Jaw, for making all trade agreements illegal.

"If it is the intention of the Government, as has been intimated, to pass a law preventing a producer, or manufacturer from fixing the price at which his products are to be sold by the wholesale trade, I want to point out how unfair such an Act would be, and especially so when compared with the treatment extended to other classes.

Other Agencies Permitted to Set Prices

"When a boy reaches the age when he has to determine what his calling in life is to be, he may decide to take up a profession, manufacturing, merchandising, farming, or some other occupation. If he decided, for example, to go into law, or medicine, when he enters upon the practice of his profession, he can meet with his associates in a properly constituted organization and fix prices to his clients or patients as the case may be. They are not always adhered to, but it would be better for the public if they were. It is true that a lawyer's fees are subject to taxation, but even when taxed they are usually adjusted according to a fixed-price basis. Eminent counsel in the profession of the law, like yourself, or the Minister of Labor, can make his own counsel fee without restriction, or refuse the brief. A doctor never dreams of rendering a detailed account. A case was reported to me some time ago where a surgeon refused to operate for less than $10,000, and even then gave only slight hope of



Hugh Blain, Eby-Blain & Co., Toronto, whose championing of the sales price agreement appears herewith.

the patient's recovery—the widow paid the bill. Is not a lawyer's bill, or a doctor's bill, or a dentist's bill not as much a part of the cost of living as a grocer's bill? The money comes out of the same pocket, and payment of the professional man's account is much more oppressive because it has to be paid by those who have been through sickness, or trouble. But these professional men are still further protected because no one is permitted to practice the profession except those who are licensed to do so. They get their certificate to practice, which is their capital in business, guaranteed for life, and it can never be impaired except for unprofessional conduct.

Competition and a Man's Business Prospects

"Not so the young man who enters into manufacturing or commercial life. There is no law requiring preparation. Money or credit is the capital which is considered to be the only requisite by many, and this is one of the serious aspects of the mercantile business. If he enters upon manufacturing and is wise, he will learn the business thoroughly, and equip himself properly, and if he then desires to put an article of his own manufacture on the market, he will have to study carefully what the public will pay for the article when sold in competition with a similar product, and it does not matter whether it is Pink Pills or Rolled Oats, he will assuredly fix the price to the consumer as low as conditions will warrant in order to get business, and every consumer should be able to buy the article at the lowest, and therefore at the same price. He then has to fix the price to the retail trade, and in order to do a large business the price must be as low as conditions will warrant. If he wants his co-operation he must give the retailer a reasonable compensation for handling and distributing his goods. Now, I feel sure you will admit, in common fairness, that the manufacturer, who is the maker and owner of the article, should have the right to sell all retailers at the lowest, and therefore at the same price. It would be most unfair for a manufacturer to sell one retailer an article at, say, 90 cents per dozen, and charge his competitor on the same street, or in the same town, $1 per dozen. They both do the same work, and although some specially large dealers may sell more than a small dealer, in the aggregate the small dealers sell the great bulk of the manufacturer's goods. In common fairness they should be treated alike. You will say that it is quite fair and just, and will also say that the manufacturer has the undoubted right to sell his own goods to all at the same price; but what about the wholesaler? Why should he have to sell at the same price to every retailer? My answer is he should, because it is only fair to the manufacturer, who should have, and who has, the right to make him do so. The manufacturer says to the wholesaler in so many words:

> "Your business is to assemble goods from all parts of the world, and supply them to the retailer. You have a large staff of traveling salesmen calling on every retail merchant throughout the country. You say you can sell my goods to the retailer at less cost than I can, because the expense of my sending my traveler to sell my one article is practically the same as the expenses of your sending your traveler to sell hundreds of articles to the same men at the same time, and I admit if you can sell ten or twenty or more articles for what it costs me to sell one, your contention must be correct. You say further that you are prepared to sell my

goods at a margin of compensation which will be less than it costs me to do the work, but I can only allow you to do so on condition that you sell to the retailer at the same price and on the same terms as I would sell him myself. I do not want my business ruined by you selling one retailer at one price, and another retailer at another price, thus favoring some retailers; demoralizing my business, and causing the other retailers who have been unfairly treated to refuse to sell my goods."

"The wholesaler says:—

"'Yes, I can sell your goods for less than it costs you, and I am prepared to sell them at the same price and on the same terms that you would sell them, on the condition that you make me a fair allowance, which will be less than it would cost you, for doing the work, but I will expect that you will not sell direct to the retailer at a less price, nor permit anyone else to do so.'

Where the Wholesaler Comes In

"Now, if it is fair and right that the manufacturer should sell every retailer at the lowest and therefore at the same price, as I have stated, surely it is fair and right that the wholesaler, who is the manufacturer's agent, should sell every retailer at the lowest and therefore at the same price. The wholesaler does the manufacturer's business for him under exactly the same conditions that he would do it himself, and he does it at a lower cost to the manufacturer. Eliminate the wholesaler, and no one would be better off. The retailer would not, the consumer would not, and the manufacturer would, on the other hand, be worse off. The manufacturer is merely using a cheaper medium for the distribution of his goods, without cost to anyone, and with profit to himself, which is good business economy. The wholesaler merely takes over the distributing part of the manufacturer's business and does it cheaper than the manufacturer could do it. I do not say that this applies to all manufacturers, but it does apply to those for whom we act. Otherwise, you may be quite sure, they would not give us the business to do for them. If the manufacturer sells to the retailer at the same price as he does to the wholesaler the wholesaler would have no profits, and the whole of the wholesale trade would become bankrupt. The small margin of profit which he gets from the manufacturer is the only source of profit he has, and his market with the retailer would be absolutely destroyed. There would follow a system of selling below cost amongst those retailers who have nothing to lose, and the honest man, making merely a living profit would be in competition with those who sacrificed their goods, thereby defrauding their creditors and crippling the business of men who are willing to sell at the lowest possible living profit and conduct their business on an honest basis—making a living and paying their debts. The sole object in manufacturers making a fixed price is to maintain trade on a fair, honest, level, treating all dealers alike.

"Every extra dollar in cost of distribution means an increase to the consumer. Every failure in business entails loss to the other dealers and makes the cost of doing business more expensive. Bad and doubtful debts must always be primarily provided for out of profits. The merchant must fix his prices so as to provide for this contingency, and unless provided for in this way, the profits are a negative quantity. The item in bad debts is a loss to assets in the final analysis.

Wholesaler a Necessary Factor

"The wholesaler is a necessary factor in the channels of distribution. No ordinary retailer, of whom we may have many thousands in Canada, could assemble his goods from the points of production, for example—Tea from Japan, China, India, Ceylon; fruits from Persia, Greece, Turkey, Spain, Portugal, California and Australia, which, as you know, to be imported from these points profitably must be transported in large quantities, which the ordinary retailer cannot do. The wholesale trade is absolutely necessary as a channel of distribution, and competition is so keen and the profits so small, it is quite impossible, as a rule, to make more than a living. Unfortunately, ignorant investors, without training or technical knowledge, frequently enter into business, and when they do they usually make it impossible for themselves or others in the trade to make even a decent living.

Urge the Appointment of Commission in Trade

"Now, we are here to place before you the conditions of our business and to urge upon the Government, as we have been doing for years, the appointment of a Commission on Trade and Commerce, to regulate all these matters affecting the trade to which I have referred. When the Hon. Mackenzie King amended the Anti-Combines Act, I urged upon him strongly the appointment of a permanent commission to carry out the terms of the Act. Personally, he agreed with me, but said that public opinion would not support so radical a step at that time. Whether the Government wishes to appoint a permanent Commission or not, it certainly should appoint a temporary Commission during the war. Public opinion would support the measure to-day. Such a Commission could be managed as easily and as efficiently as the Railway Commission has been, and would relieve the Government of public criticism, and do more to educate the people on the cost of living than all the vaporings of the party press and politicians.

No Combination in Grocery Trade

"We have no combinations in the grocery trade; have nothing to conceal, and nothing to suppress; but we would like to be treated as respectable citizens, and as a class worthy of the confidence of the people of this country. There is no branch of business on which the health of our people so greatly depends as on the wholesale and retail grocery trade. Every article of food is subject to the closest inspection by trained experts and the consumer is largely influenced as to what he eats by their recommendation.

"Now, sir, I know you have the right, or, rather, the power to prevent the manufacturer making an agreement with the wholesaler, no matter how just the agreement may be. You have the power, especially during the war, to confiscate everything we own, and, beyond all doubt, you can, by such legislation as is proposed, ruin the wholesale trade, but if you do, I want to point out now what will be the result.

"Financially, the wholesale trade carry a large percentage of the retail merchants, and these retail merchants carry a large number of consumers who are their customers, and who go towards making up the consuming public. Especially is this the case during sickness, unemployment, and the hardships of winter. As a rule, banks will not loan to the retailers, but tell them to get their accommodation from their wholesale house. The banks say:—

"'We have to carry the wholesalers, and cannot carry both branches of the business.'

"And they are right, because if they did, neither the banks nor the wholesalers would be able to keep track of the liability. In this way a very heavy and onerous burden is laid on the wholesale trade, of which you gentlemen can have very little conception. If the wholesale houses fail, the whole commercial fabric will tumble to pieces, and there will be a bankruptcy in this country such as has never been before, among wholesalers, retailers, and consumers, and especially among consumers, who cannot assign, and the debt therefore remains to drive them out of the country, or cripple their energies until the account is outlawed.

"The proposal to make contracts of this character illegal is, in my opinion, illogical, and absolutely insane, no matter from what angle or standpoint it may be viewed. There are a thousand

(Continued on page 42.)

The Government Will Take Action

Will Investigate the Charge That the New Brunswick Potato Exchange Has Combined to Enhance Prices —Exchange Members Welcome Investigation— News Causes Decline in Potato Market— Sugar Company to be Investigated

THE announcement that the acting commissioner re the cost of living, W. F. O'Connor, Ottawa, was to commence proceedings against the New Brunswick Potato Exchange and its members, was received in this province with considerable surprise. People generally have accepted the high prices of potatoes as due to problems of supply and demand rather than to manipulation. Members of the exchange, of which Hon. B. F. Smith, Minister of Public Works in the New Brunswick Government, is president, have gone on record as denying that there is any ground for the charges and declare that they will welcome the investigation in order to show their position in the matter.

The consent of Mr. Smith's colleague in the Government, the Attorney-General of New Brunswick, having been given, it is expected that the proceedings will be carried forward by the Federal authorities without delay and the developments are being awaited with much interest in trade circles particularly.

The charges are the omission to make written returns under oath or affirmation to the Minister of Labor concerning the potato business, for being a combination in restraint of trade designed to prevent competition in the sale of one of the necessaries of life, for conspiring to form the exchange to restrain and injure trade by enhancing the price of potatoes and preventing competition in their sale.

News Followed by Market Decline

Following the announcement of the proceedings, which was succeeded by the intimation that the Government would place an embargo on the export of potatoes, there was a decline in potato quotations in New Brunswick. As this was coincident with a heavy drop across the boundary line, in Maine, it is doubtful which was the cause. At up river points buyers who had offered as high as $7 per barrel dropped as low as $3 in their offers, but with few sales at that price. In St. John, the result has been small, the current quotation being, at the time of writing, $5 to $5.50. Growers up river believe the depression to be temporary and are holding for another rise, with the conviction that it will come.

The threatened embargo would cut the province off from a profitable export trade, $1,500,000 worth of potatoes having been shipped from St. John to Havana alone during the last four months.

Permission has also been given by Attorney-General, Hon. C. W. Cross, of B. C., to investigate and prosecute the British Columbia Sugar Refining Co. It is charged that this company has conspired to restrict trade. In British Columbia conspiracies are alleged with six different companies. In Alberta the conspiracy is alleged with Revillon Wholesale, Ltd. This firm signed and returned a document sent out by the Sugar Company. This, it is alleged, is a contravention of the Order-in-Council. The document is as follows:—

Dec. 1, 1916.

The B. C. Sugar Refining Company, Ltd.,
Vancouver, B.C.

Gentlemen,—In consideration of your offer to us of 5½ per cent. from all purchases made during the month of November last, we certify that from the commencement of the aforesaid month to the present time we have not sold nor have we permitted any of our travelers or salesmen or agents to sell, nor have any sugars of yours been actually sold in any way at a lower price than the current price of the refinery as made known from day to day, nor on more liberal terms or credit or discount than agreed upon.

And, further, during period commencing with the month of November to the present time we have bought and sold and dealt in only Canadian refined sugar, and we are entitled under the terms of your offer to the above concession of 5½ per cent.

(Sgd.) Revillon Wholesale, Ltd.
Per W. R. Bottom, Sec.-Treas.

The returns of the Sugar Company to the Government enquiries prove that they have sent out similar documents to 46 companies in the Western Provinces. The enquiry will be to decide whether this action is an infringement of the terms of the Order-in-Council.

BRITISH EMBARGO COMPLICATES TEA SITUATION

The British embargo on the handling of tea proved an announcement of intense interest in St. John, one of the largest tea handling centres in the Dominion. Dealers here say that the British embargo on import and export will prove a serious handicap.

Much of the tea packed here comes from India and Ceylon, but via Great Britain. It is possible to secure supplies direct from the Far East, and it is expected that this will be arranged and that the difficulty will be overcome eventually. A large quantity is already coming to Boston and New York direct and other shipments are arriving via the Pacific Coast ports, but it will take some time for these routes to assume the entire burden of the traffic. The difficulty to secure sufficient tonnage is likely to make itself felt here as elsewhere.

T. H. Estabrooks, of T. H. Estabrooks & Co., Ltd. (Red Rose Tea), said that there is no need for a tea famine in Canada, as there is sufficient supply in the Dominion for immediate needs and that arrangements can be made for future supplies before they are needed. The chief danger he saw would be that of an artificial famine produced by purchasers laying in heavy stocks to protect themselves from a danger which does not exist.

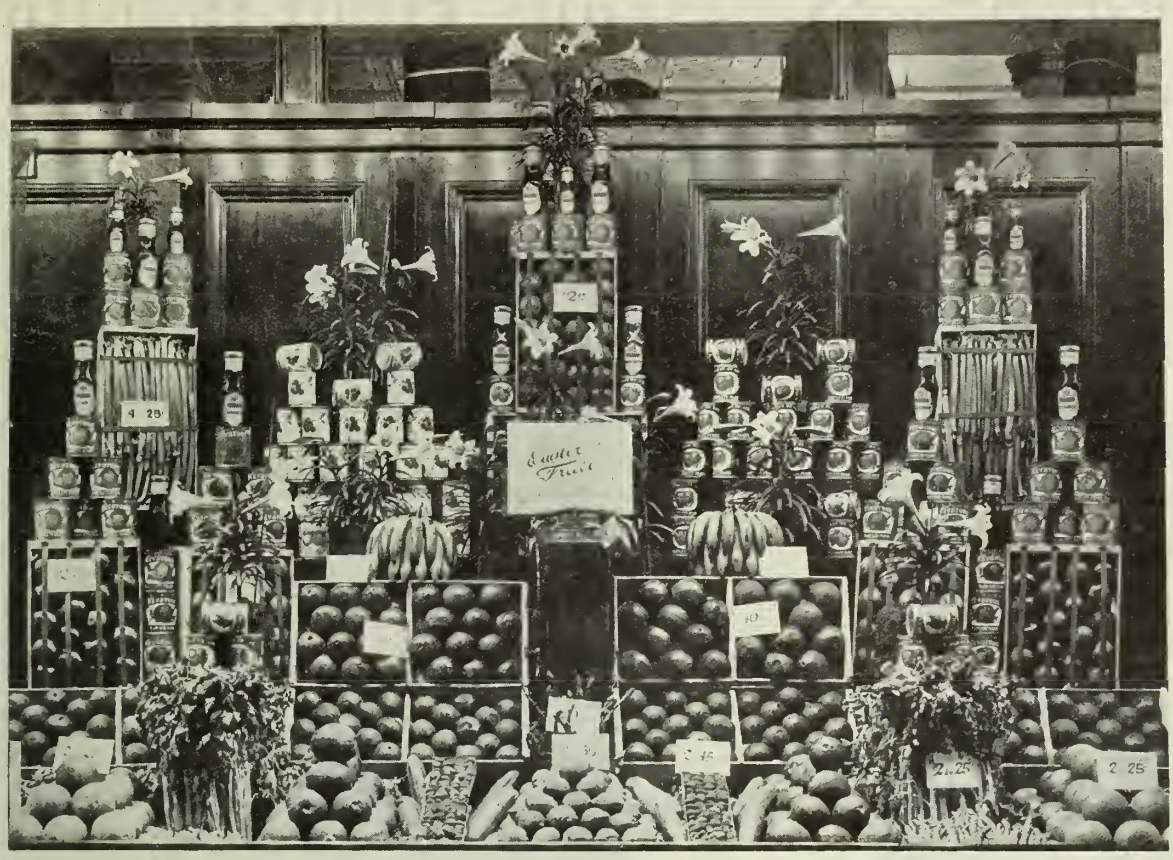
CANNING CONTRACTS SHOW INCREASE

The first move in the canning campaign for the year has been made. Many growers have already signed their contracts which, as was anticipated, show an increase over last year. In the Niagara district the usual contract rate for tomatoes of 25 cents a bushel, has been increased to 30 cents.

In Prince Edward county, probably the second largest canning section of Ontario, the prices are still higher, tomatoes being contracted at 35 cents a bushel; peas, $40 a ton; corn, $10 a ton.

This increased cost of the raw material is only one of the elements that tend towards an increased price for canned goods. Cans are immeasurably higher, as is every other item that goes into the makeup of canned goods. It is idle to expect low prices in canned goods this year.

David McGill, for 39 years a resident of Winnipeg, and regarded as one of the most interesting old-timers, died on Wednesday, Feb. 28. He started business life in the store of a grocer and provision dealer at Janetville, Ont., and later entered business on his own account. He carried this on successfully and was appointed postmaster of the town. Coming to Winnipeg he opened a grocery store on the corner of Notre Dame avenue and Main street, but four years later sold out his interests.



Another Suggestion for Your Fruit Window.

The Fruit Window Contest

The aim of CANADIAN GROCER in running these contests, is to give to the grocery trade some little incentive to improve their window displays. CANADIAN GROCER has no wish, in any way, to make this matter of a window contest merely a striving for a prize.

Our aim is rather to encourage better window dressing, because, we believe that the window ranks in the very first line of selling methods. We institute this contest in order that a large percentage of merchants will adopt the same system of window display on this occasion, and that it will thus be possible to compare and pick out the points of excellence in several windows, and thus enable us to arrive at some conclusion as to what is the best idea or ideas to be found for such a window.

This contest is devoted entirely to your interests, and we are anxious that you should make the most of it.

The days are coming, are in fact here, when fruit windows may be decorated without fear of frost. Moreover, there are the days of a plentitude of fruit of all varieties. A little later and the quantities of oranges and grape fruit will be falling off, and there will be a period when the store is comparatively bare of fruit. Take advantage of this opportunity now. Don't get the feeling that you are decorating this window altogether for CANADIAN GROCER contest. Decorate the window so that the best selling qualities of the fruit will be brought out. Then send us a photo of the window, about 8" x 10". In this way you will best serve your own interests, and will have the best chance of being successful in this competition.

Send photo and description before end of March.

Ottawa Merchants Hold Banquet

Sir Wilfrid Laurier Speaks on War—Much Talk of High Cost of Living — Grocery Trade Ardently Defended—Politicians and Theorists Not the Men to Handle Situation—Kind Words for the Pure Food Show.

THE annual banquet of the Retail Grocers' Association of Ottawa, proved to be the most successful of a long line of similar successes. The great dining hall of the Masonic Temple was crowded with over three hundred grocers and their friends, and there was not a single hitch in the proceedings to mar the pleasure of the evening.

After the banquet proper had been disposed of, the president of the Association, T. W. Collins, introduced the guest of honor, Sir Wilfred Laurier. The veteran statesman spoke eloquently of the war and Canada's part in it.

"Whatever we do," he said, "the thought of war is always with us. We Canadians are in this war, but we are in it of our own choice. Even the King, even the Imperial Parliament, could not have ordered out a single soldier. We are in the war because we ourselves willed to be in it. It is to the glory of the British Empire that the war found her entirely unprepared. She was the last to go into this war, she will be the last to come out. The dawn of victory is already reddening the hills. It may come this year, or next year, but it will surely come some day, and England will return to her commerce and trade, which is the handmaid of freedom."

Sir Wilfred Laurier, Guest of Honor at the Ottawa Retail Merchants' Association Banquet.

Powers of Investigating High Cost of Living Only Nominal

Mayor Fisher, replying to the toast of the City of Ottawa, remarked that he had eaten so many dinners provided by the Grocers at his expense that it was a very pleasing novelty to be able to enjoy a dinner provided by the Grocers at their own expense. "Sooner or later," he continued, "we have to face the question of the high cost of living. The late Liberal Government passed legislation making it an offence to enhance the price of food by combination. The present Government has gone still farther along that line. But having gone so far, they turn the investigation over to the municipalities, and now we are permitted, if we see fit to poke our noses into our neighbor's business, to investigate. Ten to one the investigation will lead us outside the municipality, and consequently our efforts are of no avail. The legislation has started in the wrong path. Combines are not necessarily bad. Legislation should be aimed at the high price of foodstuffs instead of combines, for the two were not necessarily related. The formation of a commission, which could deal directly with the question, and state what, under the unusual conditions, could be called fair prices, would come much nearer to achieving the results desired."

Grocers the Josephs of the Present Day

A. E. Prevost, of Ottawa, eloquently attacked the Government investigators. "I regret to feel," he stated, "that all investigation has started at the wrong point. The investigations are always aimed at the jobber or retailer. There has been no class of men who have done more to help in the war than the merchants of the Empire. Food scarcity is not due to the machinations of the grocer, but to the lack of production. Had not the merchants stored goods in 1914 where would we be to-day? The merchants are the Josephs of the present day, who gathered for the days of scarcity. We don't need the politicians and theorists, who have never even swapped knives, and don't know what merchandizing is, to teach us about the high cost of living. Yet they are always talking about investigations. This is becoming a confirmed habit. You can't open your newspaper without being told what every old woman in Ottawa thinks about the reason for high prices. If this war lasts another year I prophecy that you are going to see something of high prices, for the gathered goods, the storings have been exhausted.

"This gathering before me represents millions of dollars invested in the groceery business. Where, I ask you, is your investment going to be when peace comes, when the men who buy cheap goods come into competition with you? What, I ask you, have the investigators thought of this?"

Continuing, Mr. Prevost spoke of the way almost every grocer was helping to

carry along people who had suffered through the war.

High Prices Partially Due to Extravagant System

Hugh Blain, of Toronto, also added his word to the high cost of living discussion. The grocers, he stated, had inside information on this point. The consumer likes good stock, good fixtures, fancy labels, clever clerks, and systematic deliveries, yet these are big items in this high cost. Thus it becomes not only a question of production, but of social development. If the customer demands these things, he continued, the customer must be content to pay for them. There is no class of men who devote so much time and money to their business, and get such small returns as the grocer. "And if the Government will appoint a commission to investigate,

T. W. COLLINS,
President of the Ottawa Retail Merchants' Association.

I will stake my reputation that the statement that I make here is absolutely true," he concluded.

Throwing Millions Into the Garbage Pail

H. C. Beckett, of Hamilton, congratulated the grocers on the fact that though they had been tried and found guilty by the Minister of Labor, they were still on the firing line.

Continuing, Mr. Beckett stated: "The consumer does not pay the slightest attention to the economics of living. There are millions of dollars thrown into the garbage pails every year, because the consumer demands a fancy package, and an equally fancy service.

"For myself," Mr. Beckett continued, "I have absolutely no knowledge of any combine in which wholesaler or retailer are concerned." It is not combines that had increased prices. Take one example. Two pound tins for biscuits had increased in price from $40 per thousand to $90. This was only one item, and only on a mere container. All these facts would come out, if the Government would only investigate in a businesslike way. In England Lloyd George had found it necessary to call in business men to assist him. Not so here, however, our politicians feel quite capable of dealing with any matter unassisted.

Will Contest Unjust Imputation of Labor Minister

"All trade has been attacked by the Minister of Labor, and attacked without justice. I have received a letter," said Mr. Beckett, "from the Minister, in which he states that we are guilty, and that without any hint of investigation. At a meeting held yesterday in Toronto, merchants from all parts of the Dominion discussed this matter. There we passed a resolution, that these attacks of the Minister of Labor were unjust and unfair, and that unless the Government were prepared to have an investigation of trade details with a view to dealing justly with the trade of Canada, we are agreed to contest in the courts, if necessary, our just rights."

"Once before," Mr. Beckett continued, "the wholesalers were attacked in a somewhat similar way, and it took three years and a great expense before the courts ultimately decided that there was no basis for the charges.

"The farmers and the labor men are permitted to combine. Why is it that the Government is so solicitous for their interests, and absolutely ignores the trading interests of the country?"

The Cost of Fighting Illogical Legislation Great

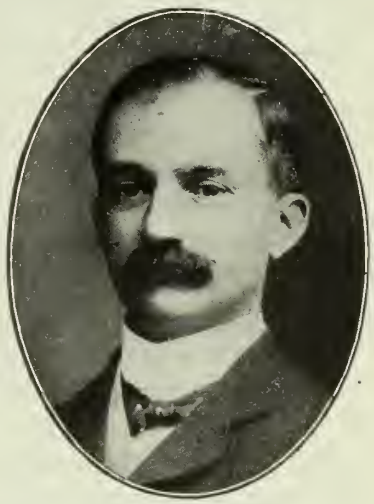
E. M. Trowern stated that if you removed the wealth represented by the merchants of Canada, this would be a pretty poor country to come to, yet the Government and irresponsible people had designated them in many instances as thieves and plunders. He strongly deprecated these unjust implications. "We have spent more money," Mr. Trowern stated, "in fighting illogical legislation than we have ever done in urging good legislation. Sir Wilfrid Laurier did more to clean up the trade of the country when he put the trading stamp Act on the statute books, than anything that has been done since. Every one of you have saved hundreds and thousands of dollars from these schemes."

"Mr. Knowles, of Moose Jaw," he continued, "has introduced legislation that makes selling anything under the contract plan illegal. Ninety-seven per cent. of the retailers are opposed to this bill, and as you know, it is unfair to every decent man in business."

Henry Watters thought that it was a pity that the public discussion of the cost of living subject had taken the form it had. It had prevented the reasonable consideration of the subject and had given rise to a disturbed and irrational idea that made people see something unlawful in every movement to acquire a reasonable profit.

Pure Food Show and Its Supporters Eulogized

W. Findlay spoke on behalf of the press, and Mr. Husband for the travelers. F. Burgess and C. Cummings, on behalf of the grocers, spoke of the pleasure it had been to the association to have their friends with them, and spoke some hearty words relative to the Pure Food Show, that had been the favorite child of the association for a good many years, and an agency that had been in no small measure responsible for the



E. M. Trowern, who represented the retailers in the deputation that urged on the Government the formation of an Inland Trade Commission.

success of the banquet. Mention was made of the hearty support that had been given to the association by the manufacturers in the past, and it was sincerely hoped that the support would be no less heartily given in the coming year.

A vote of thanks was also passed to the committee in charge of the arrangements for the banquet, and the gathering finally broke up in a general glow of good fellowship.

A GREAT HELP TO HIM.

Editor, Canadian Grocer,
Toronto.

Dear Sir,—I would like to say that I appreciate the CANADIAN GROCER *very much and would not be without it, for it is a great help to me. Wishing you every succes,.*

H. BIRD.

Waterloo, Que., Feb. 26, 1917.

CANADIAN GROCER

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EDITORIAL BRIEFS

HERE'S a sad blow to the users of the Weed. Cigar prices are advancing. Looks as though the good old corn cob pipe will be coming back into favor.

* * *

THE lock is on the Grocery stores of Victoria, B.C., on the Sabbath. Mayor Todd will see to it that no one shall break the Sabbath by the labor of purchasing candies or cigars on that day.

* * *

THE District of Columbia has gone dry. William Jennings Bryan can now return to the capital without the fear that the suggestion to "have one on me" refers to anything stronger than Grape Juice.

* * *

THE Montreal Chinese Egg case has at last been disposed of and the city will pay the judgment and costs, the former an amount of $500, the latter $1,080. The judgment was given in favor of John Layton and Co., who sued the city for $58,000. The actual seizure of this shipment of eggs which stirred up all this litigation was made early in 1911. A striking example of the influence of a bad egg.

* * *

THE government of Saskatchewan has taken up the cudgels against Margarine. They have petitioned the Federal Government against the removal of the ban. Their argument is that the dairy interests of that province are willing to compete with Dairy but not with chemical products. That's about the hardest name that has yet been launched against the inoffensive Margarine. Just why is Margarine more of a Chemical product than Butter?

MAIL ORDER HOUSES AND THE WHOLESALER

LEGISLATION is pending at Ottawa that may be shaped to hit the wholesale and retail interests of the country. There is the question of making price contracts illegal. There is the High Cost of Living Commissioner tilting at what he conceives to be Trade Combines. In fact, there is a very grave danger that trade interests are going to suffer if active steps are not taken to set the Dominion legislators right.

Manufacturers and wholesalers are beginning to worry, to realize that uninformed public opinion is likely to stampede the House into measures that will prove eminently unfair and unwise. They feel that behind the public agitation is the even more potent influence of the mail order houses. And realizing all this, some of the wholesalers are beginning to say that the mail order houses have been given too free a rein, that firmer steps should have been taken in the past to check their activities. One wholesaler even goes to the length of blaming the trade papers for not giving sufficient space to educating the retailers to meet the mail order menace. This criticism will astonish anyone who has followed the trade papers closely and has thereby realized the great amount of space that has been devoted to this problem. It has been the one subject year in and year out that has always been to the fore. If the matter that has appeared in CANADIAN GROCER and the other MacLean papers on this subject—practical, constructive matter, all of it—were pasted in a single column, it would stretch from Toronto to———, well, some considerable distance. And it has had its effect. Merchants generally have benefited. Specific cases could be quoted to show the practical benefits that discerning merchants have secured from following the suggestions thus advanced.

CANADIAN GROCER does not feel that it is necessary, therefore, to enter any defence on that score. It is felt on the contrary that the criticism thus leveled at the trade press can be fairly and effectively turned on the wholesalers themselves. Excepting the aggressive and up-to-date firms, it can be said that the wholesalers as a class have not been doing all that they could to keep the mail order industry from abnormal growth.

It may be asked, what could the wholesaler do that he has not been doing? He can do what the trade press does, prompt the merchant to more aggressive methods. He can look into the matter of wholesale efficiency; eliminate costly and intricate systems, the heritage of long years in business, and thereby cut his own cost of doing business. Long homilies are directed at the retailer on the score of simplification of retail systems: there is at least equal room for improvement in many wholesale establishments. A reduction of wholesale costs would be a

real factor in enabling the retailer to meet mail order competition.

This is not said in a controversial spirit. It is said because grave dangers face the mercantile trades and the time has come for plain speaking and prompt acting. All branches of trade should face the situation squarely and endeavor to find how conditions can be improved to meet the menace of the fast-growing mail order industry.

ENCOURAGING CASH BUSINESS

IT is a very wholesome thing now and then to be brought face to face with cold facts, even when such facts are somewhat damaging to our self-esteem. In an address before a large gathering of retailers, wholesalers and manufacturers in Winnipeg recently, Vere Brown, Superintendent of the Western branches of the Bank of Commerce, charged that 80 per cent. of the merchants of Manitoba, Saskatchewan and Alberta made no distinction between cash and credit purchases and that 60 per cent. of them were not provided with a system of bookkeeping sufficient to strike a profit and loss account for the year. A striking statement this, and one fraught with considerable significance. Moreover, Mr. Brown gives facts and figures to back these statements, based on the known conditions of the trade in the towns where the 140 odd branches of the bank are located. These are the figures:

"Total number of merchants 890
Number on a cash basis 155
Number giving credit 735

"The 735 merchants giving more or less credit report allowing discounts for cash as follows:

9 allow 10 per cent.
1 allows 8 per cent.
20 allow 5 per cent.
1 allows 2 per cent.
1 allows 1 per cent.
703 allow no discount.

"The number keeping a proper set of books and striking an annual profit and loss statement is 368. In other words, 532, or nearly 60 per cent., do not keep a proper set of books."

The inference is clear, but Mr. Brown points the inference with some very forceful words:

"These conditions simply mean that the West is a veritable paradise for the mail-order business. A farmer who would take all his credit from a bank at 8 or 9 per cent. in order to pay cash for goods, contenting himself with credit prices, should have a guardian. And having cash, would he not be a fool if, in the absence of a full cash discount from the local store, he didn't patronize the mail-order houses? Can you wonder either at the rapid development of the co-operative buying movement among the farmers?"

There is a solid business sense in these remarks. Why should a customer pay cash when there is no advantage to be gained thereby? In the goods they buy they are still paying a proportion of the charges that are necessitated by certain percentage of bad debts inherent in all credit systems. They are, therefore, paying more than they should be required to pay. Herein, as Mr. Brown has pointed out, has lain one item of the strength of the mail-order house. Selling for cash, the mail-order house gives the customer the benefit of a cash price, whereas, as the figures above prove, the majority of merchants, even when selling for cash, do not give to the customer this advantage.

In all the arguments against these enterprises this is a factor that is seldom considered. Stress is laid on the large buying capacity, and but little attention paid to this other element that permits low prices.

The solution that Mr. Brown finds for this difficulty is that the cash price should be made the basis of sale, that is the lowest price that a strictly cash business would permit. Such a price, it is believed, would approach very nearly to the mail-order house figures. The credit price might then be fixed at such a percentage above this figure as would be necessitated by the percentage of bad debts, likely to occur from a reasonably discriminative credit system.

Surely this is a business-like method, surely also it is a more just and equitable system than that largely in vogue. Making the innocent customer suffer for the guilt of the delinquent debtor, is neither honest nor good business.

Mr. Brown, on the other hand, realizes that there is something to be said for the credit system. He makes the statement that 40 per cent., to speak in conservative figures, of the farmers in the three provinces could pay cash without any inconvenience. They are not doing so because the merchant has encouraged the destructive habit of running unnecessary credit, and on the other hand because the average merchant has neither required them to pay cash, nor made it to their advantage to do so.

In concluding, Mr. Brown suggested three grades of prices:

1. A strictly cash price.
2. A price for credit to a given date, as an example, till after harvest, with interest added for any further extension.
3. Recognizing the convenience of a monthly account, the credit price for such accounts subject to a certain discount only when such accounts are settled promptly by the fifteenth of the succeeding month.

As it is generally conceded that lax credit systems are probably the most fruitful cause of business disaster, these words of a man who has made a study of the situation are well worth the most careful consideration of all merchants.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

The grocery store of R. N. McDonald, Halifax, N.S., has been remodelled. The store has been enlarged.

The provincial convention of the Retail Merchants' Association of New Brunswick will be held in St. John on March 14 and 15.

With onions so scarce as to be almost unobtainable, predictions have been made that the retail price will rise to twenty-five cents before the season ends.

The common council of St. John city is considering a measure to restrict the business district and prevent the opening of new business houses in residential districts, except with the permission of neighboring property owners.

The shortage of eggs in New Brunswick is illustrated by an importation of fifty cases by express from Chicago. The prevailing retail price for good case eggs is higher than ever known, with fresh eggs selling at sixty-five and seventy and as high as $1 having been asked recently.

The continued difficulty in securing supplies, owing to freight embargoes and congestion on the railways is producing a serious situation in many lines of groceries. Condensed milk, cornmeal, cereals of all kinds, evaporated milk, tobacco, jam, pork, biscuits, cocoa, chocolate, chewing gum, and others, are scarce and jobbers are daily refusing orders because they cannot get the goods.

Officers for the coming year were elected at the annual meeting of the St. John branch of the Retail Merchants' Association as follows: President, A. O. Skinner; 1st vice-president, F. W. Daniel; 2nd vice-president, A. A. McIntyre; treasurer, Wm. H. Hawker; secretary, D. J. Barrett. Executive Committee—Harold W. Rising, S. C. Young, T. J. McPherson, J. H. Vaughan, S. C. Webb, J. S. McGivern. The Provincial Secretary, Robert Reid, gave a short address.

Quebec

S. G. Wilson of the Cowan Cocoa and Chocolate Co., Toronto, was a visitor in Montreal over the past week-end.

H. J. Newby of John Duncan and Co., Ltd., returned this week from a business visit to Toronto and district.

S. Y. Wilson, President of the Canadian Fisheries Association, was in Montreal this week attending an executive meeting of the Association.

H. D. Marshall, Commission Broker Ottawa, has removed from his former offices at 1917 Sparks Street, to more commodious offices at 49-51 Mosgrove Street.

G. R. Small has severed his connection with the Canada Maple Exchange, which has undergone a complete reorganisation and change of management. Mr. Small is prominent in the organisation of a new company "Small's Ltd." now being incorporated.

The Montreal and Western Quebec Agency for the sale of Kellogg's Corn Flakes has been placed in the hands of H. D. Marshall, Lake of the Woods Building, Montreal, under the management locally of J. L. Freeman who is in charge of Mr. Marshall's Offices in Montreal.

Amongst the guests at a banquet held by the Industrial and Educational Press Ltd., in Montreal this week were Sir Wm. Peterson, Hon. W. S. Fielding, Dr. James W. Robertson, Lt.-Col. Thos. Cantley, President of the Canadian Manufacturers' Association, S. Y. Wilson, President of the Canadian Fisheries Association, J. A. Paulhus, Publicity Secretary of the C. F. A. and Horace Chevrier, President of the R.M.A. Co-ordination of national educational effort now being done by different organizations in different fields was the subject of discussion by the speakers after the banquet.

At the City Hall, Montreal, this week oleo-margarine came up again for discussion, and a municipal committee is to go to Ottawa to ascertain Government opinion now as to the removal of restrictions on the sale of this commodity. At the city hall discussion, J. T. Foster, president of the Montreal Trades and Labor Council opposed the introduction of margarine on the ground that Canada as an agricultural country can produce butter enough for all tables, and the poorer classes should not be penalised by having to eat a substitute. Mme Fortier president of the Housewives' League held opposite views, arguing that oleo-margarine is not a substitute but a foodstuff by itself valuable when butter prices are too high for the average purse to afford. Chamber of Commerce representatives were in favor of removing the restrictions against oleo-margarine.

Ontario

E. D. Lundy, Toronto, grocer, has sold to I. Sweezie.

R. Levin, Ottawa, grocer, is discontinuing business.

J. J. Herron, Springville, has sold out to J. Harry Roddy.

J. N. Waite & Co., Gore Bay, have sold out to Smith Bros.

Legault Bros., Ottawa, have discontinued their grocery business.

Wm. Fraser, Chatsworth, has sold his grocery business to A. A. Merriam.

R. E. Powell of Ottawa has sold his Somerset Street store to Potter Brothers and will centralize his business in the Elgin Street store that has been greatly improved and enlarged to look after the extra business.

Cheese factories at Putnam and Thamesford, Ont., have been taken over by the Borden Milk Company. In an effort to meet increasing demands for milk, the factory will be used in future as receiving stations, from which the milk will be taken to Ingersoll.

The Peterborough Milk Products Company have been granted a Dominion Charter to manufacture and sell condensed, preserved and evaporated milk and all other milk products. The company is capitalized at $250,000 and the head office of the company will be located in the City of Toronto.

The R Broom Company of Kansas have been granted a Dominion Charter under the name of the Talls Canadian Broom Supply Company, Ltd., for the manufacture of brooms and broom supplies in Canada. The new company is capitalized at $75,000 and the chief place of business of the company will be at London, Ont.

Western Provinces

J. S. McLeod, Prelate, Sask., is selling out.

T. B. McKinley, Springwater, Sask., has sold out.

L. Bay, Whitemouth, Man., has sold to H. Field.

W. J. Arnold, Findlater, Sask., has discontinued.

R. E. Bourke & Co., Lydden, Sask., have dissolved.

M. Halter & Co., Rhein, Sask., have sold to Bogoch & Pollock.

Esther Yucht, Winnipeg, Man., has sold her grocery business.

Fladager Bros., Khedive, Sask., have been succeeded by J. M. Fladager.

Fire has destroyed the building of P. Burns and Co., at Ashcroft, B.C.

L. B. Sisson & Son, Pilot Mound, Man., have sold to D. T. A. Cohoe.

Mader & Clark, Aneroid, Sask., have been succeeded by Bruer & Morrison.

Dawson & Son, Calgary, Alta., grocer and meats, are selling out to S. Weaver.

Mary E. Neelands, Glen Ewen, Sask., has been succeeded by Geo. Stambler & Co..

H. Mann & Co., Transcona, Man., grocers, have been succeeded by H. Mann.

A. F. Climie & Son, Jansen, Sask., have sold their stock to Farmers' Trading Co.

Ferguson & Boyd, North Battleford, Alta., have been succeeded by Francis Fawley.

Kennedy Bros., 10203, 97th street, Edmonton, Alta., have discontinued their grocery business.

A. A. MacDonald, grocer and butcher, Marlboro, Alta., has been succeeded by MacDonald & Mason.

J. Lambert Mercantile Co., Grande Prairie, Alta., have sold their grocery business to J. B. Taft.

Harry Bell, formerly manager for Scandrett Bros., London, Ont., has come west to take charge of Mason and Hickey's Saskatoon branch.

W. J. Hamilton, formerly with Campbell, Wilson & Strathdee, Regina, has joined the staff of the Scott-Bathgate Co., Winnipeg, with headquarters at Saskatoon.

A. Boutilier, president of the A. Boutilier Co., Centreville, Digby, N.S., packers of haddies, called on the firm's Western representative, Geo. Adam & Co., Winnipeg, last week.

The Retail Merchants' Association at Kelowna, B.C., have amalgamated with the Board of Trade. There was some opposition to this amalgamation, one of the chief opponents being A. P. McKenzie.

I. Carter is building a store at Nemiscam, Alta., and intends handling a full line of groceries, and as soon as the building is finished, intends to give a basket social and dance in aid of the Patriotic Fund.

J. H. Gould, general manager of the Sherwood Stores, Regina, Sask., has returned from a business trip to the buying centres of Eastern Canada and the United States. Mr. Gould has been away about five weeks.

Robt. Baldry, of Lethbridge, recently bought the store and stock in trade of Coloren and Coloren, general merchants, Coaldale, Alta. He plans to completely renovate the store, redecorate it, and bring it up to date in every respect. Messrs Coloren and Coloren went to Coaldale in 1910.

Some time ago it was reported that Pte. Thos. Clayton, of Lethbridge, had been wounded in action last June. Now comes word that he was killed in action on June 13. Before enlisting, Pte. Clayton was employed by the Alberta Meat Market. Prior to that time he had been with the Hudson's Bay Co., and the Kerr Co.

MASON & HICKEY STAFF

In this issue, CANADIAN GROCER publishes a photograph of the selling staff of Mason and Hickey, manufacturers' agents, Winnipeg, who have branches at various points throughout Western Canada. This does not include the whole of Mason and Hickey's staff, but is confined mainly to managers of branches, who occupy the bottom half, and detail men the top half, with the two proprietors, H. J. Hickey and L. P. Mason, in the centre.

This photograph was taken at the time of their sales convention held recently in Winnipeg. This was attended by a number of the firm's principals, including W. P. Presnail, of Harper-Presnail Co., Hamilton, Ont.; W. B. Williams, of The Creamette Co., Ltd., Minneapolis; W. King, of the King, Beach Mfg. Co., Mission City, B.C.

It is the custom every year for this firm to have several principals attend their sales convention, this arrangement being beneficial to both parties. The manufacturer imparts knowledge to the salesmen, who in turn increase their sales. Addresses were delivered by all the above gentlemen.

The following members of the sales staff were present at the convention:—F. W. Jarvis, of Brandon; T. W. B. Grant, H. W. Blackman, G. E. Rennie and L. G. Ferrier, of Regina; L. G. Hargrave and H. T. Bell, of Saskatoon; A. H. Jarvis and H. H. Free, of Edmonton; R.. W. Russell, of Calgary; D. B. McKenzie, of Lethbridge; C. H. Gross and R. F. Smith, of Vancouver; S. M. Screaton, C. W. Griffin and W. O. Randolph, of Winnipeg.

FISH MAY LIVE FROZEN FOR YEARS

The *Fishing Gazette*

A live fish gradually frozen in a cake of ice does not die; it merely suspends all life processes. When the ice melts, if it does so slowly, the fish takes up its vital activities again as if nothing had happened. This phenomenon, says the "University of Washington News-Letter," was described by Prof. E. Victor Smith, of the Department of Zoology, in discussing a recent announcement that a Swiss naturalist had revived frozen fish.

"There is no reason why a fish, if frozen slowly in a cake of ice, should not be revived even at the end of ten years," said Prof. Smith. "Cases of frozen cold-blooded animals are not uncommon. Frogs are many times frozen for long periods of time and turtles will live even under ordinary circumstances for a year without food."

PLAN OF MASON AND HICKEY PHOTOGRAPH.

Top Row—L. G. Ferrier, Regina. R. F. Smith, Vancouver. H. H. Free, Alberta. George E. Rennie, Saskatchewan. W. O. Randolph, Winnipeg.

Second Row—H. W. Blackman, Regina. C. W. Griffin.

Middle Row—J. B. Chalmers, Winnipeg. H. J. Hickey. L. P. Mason, L. G. Hargreave, Saskatoon.

Fourth Row—C. H. Gross, Vancouver. Don B. MacKenzie, Lethbridge.

Bottom Row—R. W. Russell, Calgary. W. B. Grant, Regina. S. M. Screaton, Winnipeg. A. H. Jarvis, Edmonton. F. W. Jarvis, Brandon.

RELIEF COMING FOR MANITOBA TRAVELERS

Bill to Grant Privileges for Hotels in That Province to be Introduced—Provides Director of Hotel Accommodation

A bill will shortly be introduced in the Manitoba Legislature, which ,if it goes through, will give the hotels so many privileges and monopolies as to make the business worth while.

It is suggested that a director of public accommodation be appointed, assisted by an advisory board of five members, to deal with all hotel matters. Wherever necessary, municipalities will be given the power to establish and operate "municipal hotels."

The new bill is the result of the deliberations of a special committee of the Legislature appointed some weeks ago to study the situation. It will be introduced by the chairman of this committee, J. H. McConnell, the member for Hamiota.

Among other provisions to aid the hotelmen are the following:

Municipalities will be authorized to make grants as high as $1,000 to help keep a hotel running, such grants to be approved by the votes of the ratepayers.

Hotelmen may apply for an investigation by a county judge who may, if conditions warrant, confirm, vary, or rescind the lease.

At the present time some hotelmen claim to be running at a loss since they have lost their liquor business and yet are obliged to carry out the provisions of the lease.

An Advisory Board

The bill provides at the outset for the appointment of a "director of public accommodation." He is to be appointed by Order-in-Council and his salary is to be fixed in the same way. An advisory board of not more than five members and to be known as "the provincial advisory board of public accommodation" is to be appointed by Order-in-Council. The members of this board shall serve without salary and shall meet at least twice a year. Their duty will be to consider and discuss with the director of public accommodation the matters which come before him for decision on which he requires advice and assistance.

The director, however, is to be the big man behind the whole scheme for the establishment of a system of public hotels. On him will devolve the administration of the Act. He will have to inspect or cause to be inspected all public hotels and to adjust all complaints which may arise as to the conduct of the public hotels which may be established under the Act.

Municipalities are given power by the Act to give the "public hotels" certain rights and privileges. They can limit the number of licenses to be issued in any year within their municipal limits to "public hotels." They can refund in whole or in part taxes to any licensee of a public hotel. They can provide for the establishment of public libraries or reading rooms in the public hotels. Municipalities may also grant licenses for and regulate the sale of tobacco, cigars, cigarettes, as well as the providing of meals and lodging by restaurants, cafes, boarding, lodging or rooming houses and the maintaining and operating of pool and billiard rooms or bowling alleys. However, this section of the Act is not to apply to private houses where private board or lodging is supplied.

A CORRECTION

Through an error which we sincerely regret, the credit for the very attractive House Cleaning Goods window was given as Edward Van. The display is that of the Edward Parr store at Saskatoon, Sask.

Told 'Round the Cracker Barrel

A Pleasant Surprise.

Visitor (at private hospital): "Can I see Lieutenaut Barker, please?"

Matron: "We do not allow ordinary visiting. May I ask if you're a relative?"

Visitor (boldly): "Oh, yes! I'm his sister."

Matron: "Dear me! I'm very glad to meet you. I'm his mother."

Almost a Match for the Irish.

"Dose Irish make me sick, alvays talking about vat gread fighders dey are" said a Teutonic resident of Hohokeu, with great contempt. "Vhy, at Minna's vedding der odder nighd dot drunken Mike O'Hooligan butted in, und me und mein bruder und mein cousin Fritz und mein frient Louie Hartmann—vhy, ve pretty near kicked him oudt of der house!"

About His Size.

"I see from the newspapers this morning," said a portly woman, walkiug into the police station house, "that you arrested a man whose mind is a blank."

"Yes, ma'am," returued the sergeant, "we did."

"All right," said the woman. "Will you bring the man out so that I can have a look at him? My Henry didn't come home last night and that description about fits him."

Some Are Neutral.

An American just returned from Europe tells this story:

While riding from Loudon to Liverpool in a railway coach it happened that he was alone in the compartment with an Englishman, who appeared to be deeply engrossed in the war news of one of the papers.

Thinking to start conversation, he said, in good old American slang, "Some fight, eh?"

"Yes, and some don't!" was the reply.

A Fleeting Christmas.

Last Christmas Eve, in a town in Virginia, an old negro had been out celebrating and, on boarding a car for home, he dropped a quart bottle of gin to the pavement.

Mournfully surveying the shattered fragments, he exclaimed: "Dah! Christmas done come an' gone!"

A Minority Report.

A small, meek, country negro, who had always lived on one place near Frankfort, Kentucky, married a big, domineering woman, and very soon afterward moved into town, where the keeper of the local bar met him on the street.

"Hello, Gabe," he said, "what made you move to towu? I thought you liked country life."

"Well, Mistah Franklin," explained Gabe, "I uster lak de country. But mah wife she didn't lak it—and I've done got so now dat when she don't lak a thing I jest natchelly hates it."

A Breakfast Missed.

Lysander, a New York State farm-hand, was telling his troubles to a neighbor, and among other things said that the wife of the farmer who employed him was "too darned close for any use."

"This very morning," said he, "she said to me: 'Lysander, do you know how many pancakes you have et this mornin'?' I said 'No, ma'am, I ain't had no occasion to count 'em.' 'Well,' says she, 'that last one was the twenty-sixth.' And it made me so dodgasted mad I jest got up frum the table and went to work without my breakfast."

The Belated Truth.

The funeral was over. The elderly widower had returned from the cemetery. A neighbor passed, and saw the solitary figure in the shadow of his porch, halted his team.

"Well, Uncle Gil," he said, striving to put sympathy into his tones, "how are you bearing up?"

"Fust-rate, Eth," said the supposedly bereaved one cheerfully. "Dnn't know as I ever felt better."

"I thought mebbe you'd be missin'—her," said the startled neighbor. "She was a good wife—tuck keer of your home and raised your children, and always done mighty well by you durin' all the thutty years you lived together."

"Yas; I know that," stated the widower. "She done all them things and I lived with her thutty years, jest ez you was sayin'; but, gol dern it, I never did like her!"

Needed—Words for Father Abraham.

Billy Sunday had been handing out his bouquets of brimstone, and two old negro women had been greatly impressed. While engaged at the lowly task of scrubbing the outer office the next day they discoursed together of their religious experience. Dan Cunningham, whose color was similar to the two outside, but whose spirit was lofty, because he tended the inner office, listened seorufully to the words that eame through the partially open door.

"Ise a shoutin' Meth'dist myself, and I know Ise saved," one of them was saying. "When my time comes Ise goin' stralght to de bosom of Father Abraham."

"Suh," said Dan, "I'm thinkin'."

"Thinking what?" said his employer.

"I'm thinkin', Suh, what Father Abraham will be sayin'—walkin' round Heaven with a dead nigger in his bosom!"

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

POTATOES in the Toronto market declined one dollar per bag during the week and the demand continues light. With the big demand that is now under way for rice, there is insufficient rice on the spot market to meet the requirements. There is considerable rice on the way. Prices of Far Eastern and Southern rices are all higher in price.

Flour advanced during the week and is still in a strong position. While there has been no advance recorded in the price of sugar, that commodity is in firm position, due to the estimated decreased production of raw sugar on the Island of Cuba as a result of revolutionary disturbances. Tea still holds in the limelight with increased uncertainty as to how and when additional supplies will be secured. An attempt is being made to do business direct with Colombo, but so far without success.

Pure lard and compound lard have been moved to higher levels. There has been an advance in a number of lines of cooked meats. Butter is higher in price, but eggs are cheaper. This is the only decline registered in the whole gamut of grocery quotations during the week. Some of the other lines that have advanced during the week are sardines, mustard, custard powders, soap chips, baking powder, tomato sauce. Cartage rates on sugar in Toronto have been increased one cent per hundred pounds and the price of sugar will consequently be raised to that extent. Business in the grocery trade has been very satisfactory during the week.

QUEBEC MARKETS

MONTREAL, March 6.—Flour, and the wheat based cereal products show advancing tendencies this week, and provisions are higher in price (except eggs which are coming down owing to greater production of fresh eggs). All pork products including lard are advancing. Canadian beans are higher priced, and the shortage of these appears to be quite as serious as has been almost continually stated since the harvesting. Molasses has advanced two cents a gallon. Sugar is still as quoted last week, but in firm market. Tea could hardly be in firmer or more active market, and there is every indication that retailers are aware of a possible shortage of supplies and are buying quite heavily. Rice has advanced a little. Nuts are uncertain, some lines reduced a shade in price, one line (peanuts) advanced. Tapioca is in firm market, higher in price also. The spice also. The spice market is exceedingly firm, and pepper is almost sure to advance soon. Vegetables are in no easier market yet, though potatoes facing reduced demand are showing lines at easier prices than have been recently quoted. Fish are in firm Lenten market, and fairly good supply. All the markets are now evidently anticipating the opening of navigation due in April.

Dog Biscuits Now Advanced in Price

DOG BISCUITS.—The high cost of living has reached the kennel. Disconcerting news for dogs—both dog and puppy cakes have gone to considerably higher levels of price this week. Dog cakes are now $11.30 per 100 lbs., and puppy cakes are $12 per hundred lbs. These prices as compared with the former range for the same foods for pets and watch dogs, are about $4.00 per hundred pounds higher. As a wholesaler remarked "It costs something now to keep a cat. Once the creature ate the waste and was an economy. Now there is no waste and with the price of milk up, pussy becomes a luxury. So is Towser now that dog biscuit is advanced."

Sugar Market is Firmer in Tone

SUGAR.—Once again the tone of the sugar market is towards greater firmness though the prices prevailing are as quoted last week, and no immediate change was forecast by those in touch with the situation. Production in Cuba is now announced to be in excess of last year's records at this time as regards a proportion of the centrals from which reports can be received, but from the South end of the Island no reports have been getting through on account of the trouble there which is apparently still far from being fully quelled. Refiners in Montreal are running close to their supplies of raw material and the railway embargoes have been adversely operative making cause for some passing doubts as to the lasting powers of supplies. In the main, however, the market is fairly well balanced locally, and the recent firmness was followed by sharp demand which has since been satisfied to a considerable extent.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 45
Acadia Sugar Refinery, extra granulated	7 35
Wallaceburg sugar	7 35
Special icing, barrels	7 45
Yellow, No. 1	7 05
Powdered, barrels	7 55
Paris lumps, barrels	8 05
Crystal diamonds, barrels	8 05
Assorted tea cubes, boxes	8 05

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Are In Fair Demand

CANNED GOODS.—Canned fruits have not been in very active demand of late, but the market for canned corn and tomatoes is reported in quite brisk condition. One large firm of wholesalers found canned tomatoes "3's" and canned corn in the same size going well at $1.50 doz. for the corn, and $1.85 doz., for tomatoes. Two and a half sizes are said to be scarce. The prices are shaded down a little as compared with the quotations for these lines of late. California asparagus is all booked up for new crop even at advanced prices, and there is word of a shortage of pineapple pack in the Hawaiian Islands and Singapore. Some retailers have been featuring certain lines of old pack canned vegetables at the old familiar prices, an indication that consumer demand is rather uncertain at present, but for tomatoes and corn the conditions appear prosperous.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 3s	1 85	2 15
Peas, standards	1 35	1 50
Corn, 3s, doz.	1 50	1 60

Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Market For Dried Fruits Is Still Uneventful

Montreal

DRIED FRUITS.—The market for dried fruits is rather listless just at present though the ordinary demand of the retail trade at this season maintains un-intensified by any special factor. Supplies of all dried fruits are not what they used to be before war and climatic troubles such as beset California raisins last year, and high prices have rather reduced demand. Some adjustments of price are made this week. Loose filiatra currants are firmer, selling at a cent higher per pound for the better qualities. Loose Hallowee dates are down to 11 cents a pound. Loose muscatel raisins are at 11 cents. Malaga seeded, in packages are at 11 cents also. Sulphur bleached sultans in 50 lb. boxes are quoted at 16 cents, and California sultans oil bleached are at 15 cents. California Valencias in 50 lb. boxes are quoted at 10 cents a pound. California seedless (Thomson) are 14 cents for the 16 oz. pkg. and 12½ cents for the 12 oz. California figs 8 oz. bricks are at 95 cents a dozen; 10 oz. $1.20 a box 16 oz. brick $1.40 box. Ten pound boxes 5 Rose layers $1.60 box. Oregon prunes 30-40's, 12½ cents a pound, 40-50's 12 cents a pound are mentioned on the market now in company with California prunes as quoted below.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	0 11½	0 12½
Apples, choice winter, 50-lb. boxes	0 11½	0 12½
Apricots (old crop)	0 18	0 19
Slabs	....	0 19
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 12	0 13
Pears, choice	....	0 15
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 21
Filiatras, packages, new	0 20	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	0 12½
Faris, choicest	....	0 12½
Hallowee (loose)	....	0 11
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanish (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Prunes—		
30 to 40	....	0 12½
40 to 50	....	0 12
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 11
Muscatels, 4-crown, lb.	....	0 11½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	....	0 12½
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses Makes an Advance in Price

Montreal

MOLASSES AND SYRUPS.—Following the advances in corn syrups last week demand is steadily maintained for these lines, and now molasses has advanced in price for both the choice and the fancy grades, and the market is exceedingly firm. The wholesale houses advanced the price of molasses by two cents per gallon for the fancy in puncheons to 67 cents for supplies on the Island of Montreal, and three cents lower for supplies delivered at country railway points. Market condition as regards molasses is exceedingly firm, the new crop supplies coming in very slowly and with no certainty of delivery. Some firms are not selling much choice grade now, there having been an alteration of quality in this which makes the fancy preferable to consumers who formerly took choice grade. Interest is turning towards maple syrup now, with a view to the possible prices of new crop this year. It is anticipated that higher prices will be asked, but whether they will be very widely paid is not at all certain.

	Prices for Fancy, Island of Montreal.	Choice, Montreal.
Barbadoes Molasses		
Puncheons	0 67	0 62
Barrels	0 70	0 64
Half barrels	0 72	0 67

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 45
5 lb. tins, 1 doz. in case, case	3 85
10 lb. tins, ½ doz. in case, case	3 75
20 lb. tins, ¼ doz. in case, case	3 70
Barrels, about 700 lbs.	0 04¾
Half barrels, about 350 lbs.	0 05
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 75
3 gallon wooden pails, 38½ lbs. each, per pail	2 50
5 gallon wooden pails, 65 lbs. each, per pail	3 85
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 95
5 lb. tins, 1 doz. in case, per case	4 35
10 lb. tins, ½ doz. in case, per case	4 25
20 lb. tins, ¼ doz. in case, per case	4 20

Peanuts Remain Firm in Price

Montreal

NUTS.—Peanuts are the predominantly strong feature of the market for nuts in Montreal this week. They are up half a cent a pound. Jumbos cost now 13½ cents to 14½ cents, as compared with 13 cents to 14 cents last week. Coons are also shaded up a little, but can still be had at 10 cents, and some a little less than that. Wholesalers specialising in nuts and fruits were still quoting the prices of last week for peanuts, but advances were expected as it appears that the Virginia peanut growers have practically all the field to themselves this year, the chances of supplies from France and Spain being greatly reduced by lack of vessels. Some downward shadings in prices of various nuts were noted. Tarragona almonds were 1 cent down, Brazil nuts also, and Sicily filberts down half a cent. Shelled almonds showed some firmness still, in fact going a cent per pound higher for the best quality, but a line at only 35 cents a pound (in 28 lb. boxes) was being marketed by a firm of wholesale fruit and nut dealers. Nuts by the bag were found in slightly easier market than when supplied in smaller lots.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 41
Brazil nuts (1916 crop), per lb.	0 20	0 22
Filberts (Sicily), per lb.	0 18	0 19
Hickory nuts (large and small), per lb.	....	0 08
Peanuts (coon), per lb.	0 09¾	0 10
Peanuts (Jumbo), per lb.	0 13½	0 14½
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	....	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	....	0 18
Walnuts (shelled)	0 45	0 48
Walnuts (Marbot), in bags	....	0 14
Walnuts (California No. 1.	....	0 24

Canadian Beans Are Higher in Price

Montreal

BEANS.—The scarcity of good Canadian beans is making a marked difference in prices this week. Canadian beans having advanced as much as sixty cents a bushel to $7.80 and $7.95 per bushel. In the circumstances wholesalers are wondering why more Canadian Farmers do not grow and harvest beans, especially in the Province of Quebec where the bean crop can be grown to perfection even surpassing the qualities grown in other parts of Canada according to experienced opinion There is certainly room for greater production in beans as the demand for Canadian grown is always good, and importation is now more difficult owing to scarcity of ships.

Beans—		
Canadian 3-lb. pickers, per bushel	7 80	7 95
Canadian, 5-lb. pickers	6 50	6 90
Yellow Eyes	6 90	7 20
Lima, per lb.	....	0 10
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Prices of Rice Show Some Advance

Montreal

RICE AND TAPIOCA.—There has been an advance of from 15 cents to 25 cents per hundred pounds in rice, and while the difference in price to the retailer is not very great, the advance is still being distributed so that the retailer carries his share of it. Rangoon rice is now quoted at $4.45 per hundred pound bag, and the same price prevails when the rice is ordered in 250 lbs. bags. In 50 lb. bags, 5 cents more is charged. In 25 lb. bags 15 cents more, and in

12½ lb. "pockets" 30 cents more. Imperial glace is $5.30 per hundred pounds, sparkled Patna $6.30 cyrstal Japan $5.20, snow Japan $5.40 ice drips $5.50, and Carolina $7.25. Higher priced rice is quite a possibility owing to the conditions affecting transportation and containers. Tapioca is also in firmer market having advanced half a cent to 11½ and 12½ cents a pound. This advance has been predicted for some time by CANADIAN GROCER as indications from the primary markets have all been towards greater firmness in tapioca.

Rangoon rice, per 100 lbs.	....	4 45
"Texas" Carolina, per 100 lbs.	....	7 25
Real Carolina, per 100 lbs.	8 00	8 50
Patna (fancy)	....	7 50
Patna (good)	4 50	6 50
Siam, No. 2	....	4 50
Siam (fancy)	....	5 75
Tapioca, per lb.	0 11	0 11½

Price For Cocoa Undisturbed

Montreal

COCOA.—During the past day or so there was a faint suspicion in the minds of men in touch with cocoa market conditions that prices might be going towards firmer standards. This passed off however, and the opinions of the market are that cocoa will remain as constant as regards price for a good while yet. Yet the ship shortage should not be forgotten in considering this market also. There is always a chance that so world-felt a factor in making markets firmer may take a sudden sharp bearing upon any particular line carried in ships to market. That cocoa is appreciated in Germany is noted by news that large cocoa importations from Holland were made while supplies could be secured from that quarter. Comment is also noted that with a view to economising sugar, Great Britain has restricted the dispersing through market channels of large stores of cocoa in London.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90

Coffee is Still in Very Dull Market

Montreal—

COFFEE.—There may be storms in the tea cup, but the coffee cup in Canada is still unruffled by news of higher prices. Coffee market conditions are unchanged from those reported last week. There have been anticipations of easier prices in fact following the British freight embargoes, but these have not materialised very strongly. Primary market conditions affecting coffee are still very quiet. Supply exceeds demand, for the blockade keeps the Central Powers isolated. Prices remain as quoted last week, and there is no immediate reason to believe they will go higher in any exciting hurry.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Market For Tea Firm and Eager

Montreal

TEA.—The conditions of market reported last week for tea maintain absolutely during the present week, and are if anything intensified. Some wholesale houses report actual lack of supplies to meet retailers demands. All kinds of teas are in very strong market. Great uncertainty prevails as regards the future prospects. Japanese teas are in firmer market considerably than they were a week ago, and as stocks of these in first hands are exceptionally low, there is every prospect that better prices will be realised in the near future. As regards black teas shipments across the Pacific are expected, but these are very small contributions as ship space is so valuable, and ships so hard to get. The railway situation is still causing difficulty. Car loads of tea are held up at Chicago and New York, and are as hard to get hold of as if the tea were still across the seas. Demand is very strong and active, and rumor says that the great package tea concerns are still buying heavily of all the high grade tea stocks available in Canada East and West.

Pekoe Souohongs, per lb.	0 34	0 36
Pekoes, per lb.	0 38	0 41
Orange Pekoes	0 43	0 45

Ship Shortage Sure to Affect Spices

Montreal

SPICES.—In every way the market for spices maintains its great firmness of tone. The fact that prices as quoted for Montreal are not advanced is mainly due to the fact that Montreal grinders are still giving their customers the benefit of large stocks. But the future is very uncertain except in the one important aspect that supplies are going to be much more difficult to get. One large spice grinder in Montreal secured a large quantity of pepper in the past week at prices far in advance of former quotations, and finds himself considered fortunate to have the supply for peppers both black and white are in very firm condition of market, and advanced prices for black pepper are almost absolutely assured. Already in American markets black and white peppers are equal in price, an unprecedented condition. Cloves have displayed strong advancing tendencies in the past week. Gingers are scarcer. Ceylon cinnamons are scarcer. Mustards are firmer. Herbs less plentiful. Nutmegs and mace unchanged. In all spice lines advances may however be expected as the ship shortage is affecting importations seriously.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 27	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 36
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—50c to 55c.			
Ginger (pure)	....—0 20	....—....	....—....
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	0 30—0 35	....—1 15	....—0 40
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 45	....—0 80
Peppers, black	....—0 30	0 27—0 95	....—0 40
Peppers, white	....—0 37	1 17—1 22	....—0 39
Pastry spice	....—0 25	0 25—1 20	....—0 29
Pickling spice	....—0 25	....—....	....—....
Turmerie	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)	....	0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	....	0 25
Celery seed, bulk	0 36	0 45
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole	....	12-15

Red Potatoes Sell At Easier Prices

Montreal

FRUIT AND VEGETABLES.—Potatoes have been the centre of attraction in the world of vegetable markets in Montreal of late. This week finds the average quotations ranging between $3.25 and $3.50 per bag of 80 lbs. But with some hints of easier prices due to special conditions. The high prices of the past week are said to have been partly due to very keen bidding for supplies by some dealers who evidently have confidence in the firmness of the market as a fairly lasting feature. The higher price is quoted for real Green Mountain "spuds." Quebecs are quoting $3.25 per bag. Montreal Island are at $3.25, and said to be very good. A lot of red potatoes were offered at $3 or better one morning, but found no takers, and by afternoon of the day in question these brought only $2.50 to $2.75 per bag. Except for their appearance the reds are claimed to be as the white. All the root crops are in firm market this week, beets being quoted as high as $2.00 a bag. For the most part fruit prices are unchanged, Lent having rather reduced demand for some fruits which are regarded as luxuries to be done without in Lent.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	3 25	3 75
Oranges (Floridas)	3 00	5 00
Oranges (Calif.)	3 50	4 75
Grape Fruit	2 75	3 00
Lemons	4 25	4 50
Apples—	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	8 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 50
Russets	7 00	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (Florida), per crate	6 50	6 75
Onions, red, per bag (75 lbs.)	6 00	6 50
Onions, Spanish, per crate	....	7 00
Onions, Spanish, ¼ crate	....	2 50
White onions, per bag (100 lbs.)	....	6 00
Potatoes, per bag (80 lbs.)	3 25	2 50
Potatoes (new) per bbl. (150 lbs.)	....	10 00

Potatoes (red)	2 50	2 75
Potatoes (sweet) hamper	....	3 50
Carrots, per bag	....	1 50
Beets, per bag	1 50	2 00
Parsnips	....	1 50
Turnips	1 00	1 25
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	2 70
Tomatoes, hothouse, lb.	....	0 25
Tomatoes (Florida), per crate	4 00	5 50
Tomatoes (Cuban) crate	....	3 50
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	6 00
Cabbage (new) New York crate	....	5 50
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket	....	9 00
Beans, U.S. green, basket	....	9 00
Leeks, per doz. bunches	....	3 00
Parsley, doz.	0 50	1 50
Mint, doz.	....	0 50
Watercress, doz.	....	0 50
Spinach, per bbl.	....	7 00
Spinach (Canadian) hamper	....	1 50
Rhubarb, per doz.	....	1 50
Eggplant, per doz.	....	3 00
Cauliflower, crate	....	4 25
Garlic (Venetian) lb.	....	0 12

First Fresh Halibut From Pacific Coast

Montreal

FISH.—There is nothing about the fish business which is for the time being of special importance, except that some lines are getting exhausted, and the trade is busy with Lenten demand. The demand mentioned is in fact responsible for the approaching exhaustion of these lines, but some new supplies are coming in, and the situation will thus be relieved. The first consignments of fresh halibut from the Pacific Coast for the season were due to arrive in Montreal for the current week, and will no doubt be on sale by the time this is in print. Prices are not abnormally high all things considered. This arrival is early, and augurs well for the season throughout. Fish merchants have again to record complaint as regards the service given by railway and express companies. There are at least a dozen carloads of frozen fish which ought to have reached the market before now but which are snowed up on trunk lines, and very uncertain of delivery at all. In the pickled and salted lines of fish supplies only Labrador salmon and herring, and salt eels can be had in quantities as yet. In the fresh fish department a few lake fish are making their appearance, but at very high prices. From the East Coast only haddock and cod fish have been produced, and in the frozen fish lines (barring lake fish) a good many tommy cod, herring, and salmon are yet awaiting a market. Oyster trade both bulk and shell much a luxury line, but show a tendency to come down to easier prices.

SMOKED FISH

Haddies	0 12	0 13
Haddies, fillet	0 16	0 18
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40

SALTED AND PICKLED FISH

Herring (Labrador), per lb.	9 00
Salmon (Labradmor), per bbl.	20 00
Salmon (B. C. Red)	16 00
Sea Trout, red and pale per bbl.	15 00
Green Cod, No. 1, per bbl.	14 00
Mackerel, No. 1, per bbl.	21 00
Codfish (Skinless), (100-lb. box)	9 50
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box	1 80

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 65
Prawns, Imperial gal.	3 00
Shrimps, Imperial gal.	2 50
Scallops	3 00

FRESH FROZEN SEA FISH.

Halibut	18	—20
Haddock, fancy, express, lb.	0 09	0 10
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20

FRESH FROZEN LAKE FISH.

Pike, lb.	0 09	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10

ONTARIO MARKETS

TORONTO, March 7.—The two exceptions to a long list of advances in the grocery trade during the week has been in the lower price for eggs and potatoes. These new-laid eggs are being brought in from the Chicago district. Local new-laid eggs are very scarce. Demand for potatoes has been shut off and still remains in that state. Flour registered an advance, as anticipated in CANADIAN GROCER last week. Sugar is in firm market, with a renewed interest in buying. Lima beans and tapioca are in firm market, advances having been recorded in these commodities during the week. A very heavy demand for rice has set in, and advances have been recorded in the local market of approximately ½c per pound. Business has been very good during the past six days.

Estimates on Cuban Sugar Crop Reduced

SUGAR.—The sugar market continues to be one of firmness, with raws in a strong position, following a further advance of ¼c per pound in the New York market during the first part of the present week and an advance of .37c per pound since last issue. Himely and Willett & Gray, authorities on the sugar market, estimate the yield of Cuban raw sugar not over 3,000,000 tons, as compared with estimates by the same authorities of 3,400,000 tons at the beginning of the season. It is stated that it is impossible at the present juncture to figure out accurately the probable output of Cuba. Reports of the damage done to the growing crop by the revolutionary elements have proven to be more serious than at first anticipated. The crop will suffer greatly on account of a labor shortage to get it garnered by the time the rainy season starts in June. Sugar factories in many of the disturbed districts have been prevented from working. So far no sugar factories have been reported damaged, but there have been a number of cane fires. The production on the Island is in the neighborhood of 180,000 tons behind last year at this time. With a shortened harvesting period, political disturbances, labor scarcity and a poor yield in some parts, there seems every justification for the revision of the estimated yield. The Canadian refiners report a renewed interest in buying. No price changes have taken place during the week with the exception of an additional 1c per 100 pounds, which has been added as a cartage charge in the City of Toronto.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 54
Acadia Sugar Refinery, extra granulated	7 44
Dominion Sugar Refinery, extra granulated	7 44
Yellow, No. 1	7 14
Special icing, barrel	7 74
Powdered, barrels	7 64
Paris lumps, barrels	8 14
Assorted tea cubes, boxes	8 14

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00

FRESH FISH.

Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	....	0 08½
Carp	0 10	0 11
Halibut	0 19	0 20

Custard Powders Up; Soap Chips Higher

CUSTARD POWDERS, SARDINES, MUSTARD, SOAP CHIPS, AMMONIA.—Custard powders have advanced 20 per cent. during the week, and brands that were selling formerly at $1 per dozen are now quoted at $1.20. On Bird's imported mustard there has been an advance of 15 per cent., the selling price now being $1.60 per dozen. Brunswick sardines have advanced, and are now quoted at $5.25 and $5.50 per case. Keen's mustard has been advanced 1c per pound to the wholesalers. Common soap chips have been moved higher by ½c per pound, and are now quoted at 7c. Manufacturers advise dealers that the advance has been due to the high price for tallows and greases, the last purchases of which were made on a basis of 13½c per pound. Ammonia powder is in firm market owing to the high cost of soda ash and other ingredients that enter into its manufacture. Advances by some manufacturers are reasonably sure.

Cartage Charges on Sugar Increased

CARTAGE, BAKING POWDER, MUSTARD.—The railway companies have increased the cartage charges for sugar 1c per hundred pounds, and this additional item is now added to the price of sugar from Toronto to all points in Ontario. Pure Gold baking powder has

been advanced on an average 5c to 10c per dozen tins, and are now selling at the following prices:—10c size, 95c doz.; 4-oz., $1.35 dozen; 6-oz., $1.95 dozen; 8-oz., $2.60 dozen; 12-oz., $4 dozen; 16-oz., $4.90 dozen. Quotations on Magic baking powder have been restored without an advance. Osprey herring tomato sauce has been advanced 50c per case, and half-pints are now selling at $5.25 case, or $1.35 per dozen. Keen's mustard has been advanced by some wholesalers, and D.S.F. half-pounds are now quoted at 58c pound, quarters at 62c pound, and 2-oz. at $1.05 per dozen. F.D. quarters are quoted at $1 dozen, and 1-lb. jars at 35c jar, with 4-lb. jars at $1.35 jar.

Canned Corn and Tomato Stocks Low

Toronto

CANNED GOODS.—Canned corn has had a good demand, and stocks are beginning to get in small compass. Stocks of tomatoes are also low. Both tomatoes and corn have been selling freely, and peas have had a steady demand from consumptive channels. Cohoe salmon in 1-lb. talls were in firmer market during the week, being quoted up as high as $2.60. Salmon continued in good demand throughout the week.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	3 25
½ flats, cases 8 doz., per doz.	....	2 60
Alaska reds, 1-lb. talls	2 75	2 90
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 60	1 80
Cohoes, ½-lb. tins	1 45	1 50
Cohoes, 1-lb. tins	2 40	2 60
Red Springs, 1-lb. talls	2 35	2 75
Canned Vegetables—		
Tomatoes, 2½s	2 15	2 25
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	....	1 35
Asparagus tips, doz.	2 75	3 00
Corn, 2's, doz.	1 60	1 70
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 35	2 75
Do., 1s, doz.	....	1 45

Prices on Corn Syrups Have Been Withdrawn

Toronto

MOLASSES AND SYRUPS.—Following the advance that was recorded in the price of corn syrups announced last week, the manufacturers have this week announced that they will accept orders only on the basis of price at the day of shipment. This also holds true with respect to starches. Quotations have in effect, therefore, been withdrawn, although they will accept business on the conditions named. This condition has been occasioned, it is stated, through the uncertainty in getting supplies of corn. Some of the factories are closed through a shortage of raw materials. The molasses market is firm, but prices remain unchanged.

Corn Syrups—		
Barrels, per lb.	....	....
Cases, 2-lb. tins, 2 doz. in case	....	....
Cases, 5-lb. tins, 1 doz. in case	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, lb., 5¼c; ½ bbls.	....	0 05½
Cases, 2 lb. tins, 2 doz. in case	....	4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, half barrels, gal.	0 42	0 44
West India, 10-gal. kegs	....	0 50
West India, 2-lb. tins, 36 in case	....	3 50

Spot Stocks of Prunes Are Light

Toronto

DRIED FRUIT.—Importers' stocks of prunes on spot are light at present, and wholesalers in consequence have been trading among themselves to meet the requirements of their trade. There is a continued good demand for prunes. Apricots are also short in the local market, very few of them having been brought into this market. New prices on candied peels have not yet been named. Prices have held steady in dried fruits during the week.

Apples, evaporated, per lb.	0 12½	0 13
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 23	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	....	3 25
Dromedary dates, 3 doz. in case	....	4 00
Hallowee, per lb.	0 10½	0 11½
Figs—		
Taps, lb.	0 05½	0 06½
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-50s, per lb., 25s, faced	0 12	0 12½
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lb., 2s, faced	0 09½	0 11
80-90s, per lb., 25's, unfaced	0 11½	....
5-lb. tins	....	0 65
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Stds., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 09½	0 10½
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Better Grades of Teas Moved Up 5c Per Pound

Toronto

TEAS.—The better grades of teas were moved to higher levels during the week, being quoted 5c to 6c per pound up. Orange pekoes, that are still to be had, are selling at 42c to 36c per pound, broken pekoes at 44c to 48c, and broken orange pekoes at 45c to 50c per pound. No definite word has been received as yet as to how far the embargo on the export of tea from the British Isles will be absolute. Some tea has been let out, but special permits are necessary in every instance. During last week the British S.S. Clan Farquhar was sent to the bottom by a submarine with 3,000,000 pounds of Indian and Ceylon tea on board. Where importers have given orders to dealers in Colombo and Calcutta to execute orders at open prices for direct shipment orders have not been executed, as it is stated it is impossible to get space for shipment. There has consequently been a cancellation of buying at open prices. Spot teas are in good demand, but supplies are within narrow compass. Higher prices are anticipated for the lower grades in the near future. Cable advices from London stated that the Indian market was higher.

	Per lb.	
Pekoe Souchongs	0 35	0 37
Pekoes	0 36	0 40
Orange Pekoes	0 42	0 46
Broken Pekoes	0 44	0 48
Broken Orange Pekoes	0 45	0 50

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movements.

Coffees Held Steady With Good Demand

Toronto

COFFEE, COCOA.—Coffee held steady in price in the local market, with a continued good demand. Future coffees in the New York market were quoted down during the week, and spot coffees were inclined to be unsettled under the stress of heavy shipments from Brazil. There is now in the neighborhood of 1,000,000 bags of coffee afloat on the way to the United States. The demand for cocoa is an increasing one, especially so in glass jars and in bulk. Pure cocoa in bulk is quoted from 25c to 30c per pound, and sweet cocoa at 15c to 20c per pound, according to grade.

Coffee—		
Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 15	0 20

Black Peppers Go Up 2c to 4c Per Pound

Toronto

SPICES.—There has been a movement toward higher levels in black peppers during the week, following the advance that was noted in the primary market last week. In some instances the lower priced black peppers have been increased 4c per pound, while in other instances the advance has been from 1c to 2c per pound. Stocks of black pepper in the primary market in New York are low. A most unusual thing in the pepper market at present is the small differential between black peppers and white peppers. In the New York market they are quoted at almost identically the same price. Cloves are also in firm market. The demand for all spices is good, and there is an inclination to look for still higher prices in pepper. Coriander seed has advanced 3c per pound in certain instances, and French pure cream of tartar is quoted up 2c, and American high test 3c per pound higher.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30

Pickling spice	0 20	0 25
Peppers, white	0 38	0 45
Peppers, black	0 29	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	0 25	0 28
Carraway seed, whole	0 75	0 85
Cream of Tartar—		
French, pure	0 48	0 52
American high test	0 55	0 58

Peanuts Are Firmer in Sympathy With Primary

Toronto

NUTS.—There is a firmness in the local market for peanuts in sympathy with the higher prices in the primary market, an advance of ¼c per pound having been recorded there. Nut lines are somewhat quiet at present. There are light shipments of shelled nuts coming forward, with shelled Brazil nuts in firmer tone in conformity with the primary situation.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 18
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12½	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	6 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	0 26	0 33
Brazil nuts, lb.	0 70	0 75
Pecans, lb.	....	0 85

Southern and Far East Rices Have Advanced

Toronto

RICE AND TAPIOCA.—Prices have been advanced ½c per pound on Siam rices, following an advance by the importers. Southern rices have also been advanced ½c per pound in some quarters. Wholesalers report an exceptionally heavy demand for rice at present, due largely to the high price of potatoes Just at present some of the wholesalers are unable to supply the demand. They have stocks rolling from the West Coast and from the Southern United States and they await their arrival with anxiety. Tapioca is also in firm market, with considerable quantities reported going into consumption.

Texas, fancy, per 100 lbs.	6 50	7 50
Siam, fancy, per 100 lbs.	6 50	7 00
Japans, fancy, per 100 lbs.	6 50	7 00
Japans, second, per 100 lbs.	5 50	6 00
Chinese, per 100 lbs.	4 75	5 00
Tapioca, per lb.	0 11½	0 12½

Bean Demand Develops Because Potatoes High

Toronto

BEANS.—There has been an increasing interest in beans recently on the part of consumers owing to the high price of potatoes. Interest in Rangoon beans for the present is wanting, but Ontarios still hold a strong position with difficulty in securing supplies. Lima beans continue in good demand, with the market firm, prices having been moved upward ½c per pound in certain instances.

Ontario, 1-lb. to 2-lb. pickers, bush.	7 00	7 50
Rangoon, per bushel	6 00	6 25
Japanese, per bushel	....	6 00
Limas, per pound	0 11	0 12½

Round Package Oats Will be Curtailed

Toronto

PACKAGES.—The manufacturers announce that the round package of Quaker oats will henceforward not be on the market, as they have been unable to get a machine for making the round containers to replace the one recently lost in their fire. They will consequently return to the square package. Prices on starches have in effect been withdrawn by the manufacturers, as they will only take orders at prices that prevail on the day of shipment. Wholesalers, however, continue to quote at recent prices.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 35	1 60
Rolled oats, square case	4 75	4 85
Shredded wheat, case	....	3 60
Cornstarch, No. 1, pound cartons	....	0 08½
No. 2, pound cartons	....	0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Whitefish and Tullibees Up 1c Lb.

Toronto

FRUIT.—The recent cold snap in Florida has operated to the extent that there is practically no fruit arriving in the local market from that source. Florida oranges are cleaned up, and Florida grapefruit is scarce, with higher prices anticipated for goods to arrive. Some frozen oranges were in the market during the week, but these were cleaned out at a sacrifice price. The severe weather is having an effect on the fruit market by causing a dullness. Freight shipments have also been slow in arriving. Cuban grapefruit in some instances was quoted as low as $3 for 112's.

Apples—		
Spys, No. 1	7 50	8 00
Spys, No. 2	6 50	....
Spys, No. 3	4 50	5 50
Baldwins, No. 1 N.S., bbl.	....	6 00
Ben Davis, No. 1	....	5 00
Ben Davis, No. 3	....	4 25
Boxes, American	2 50	2 75
Boes, B.C.	2 50	2 75
Bananas, bunch	2 00	2 50
Cranberries, bbl	9 50	10 00
Do., 50-lb. box	....	5 00
Boxes, 28-qt.	3 25	3 75
Oranges—		
Cal. Navels	3 00	4 00
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, ase	3 75	4 50
Grapefruit, Cuban	3 00	4 00
Lemons, Cal., case	3 50	4 00
Messinas, case	3 75	4 00
Rhubarb, doz. hunches	1 00	1 25
Strawberries, 1-qt.	0 50	0 65

Potatoes Decline; New Cabbage Very High

Toronto

FISH AND OYSTERS.—There has been a firmness in the market for frozen whitefish and tullibees during the week that has made itself evident by an advance of 1c per pound. Whitefish is now quoted at 13c to 13½c per pound, as compared with 12c and 12½c last week. Tullibees are now quoted at 9c to 9½c. There is a good demand for these latter fish, as they are used in making the smoked ciscoes. The fish demand has been brisk during the week. Haddie fillets have been somewhat scarce, but the supplies of fish for the most part have been equal to the demand.

SMOKED FISH.		
Ciscoes, per lb.	....	0 15
Haddies, per lb., new cured	....	0 13
Haddies, fillets, per lb.	0 17	0 18
Kippered herring, per box	1 60	2 00
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 60
Strip cod, 30-lb. boxes	....	4 50
PICKLED AND DRIED FISH.		
Pickled salmon, 100-lb. kegs	....	9 00
Skinless cod, 50-lb. boxes	....	4 50
Acadia cod, 20 1-lb. blocks	....	2 00
Labrador herring, keg	....	4 75
Labrador herring, barrel	....	9 00
Salt mackerel, kits	....	2 60
Salt cod, lb.	....	0 08½
Quail on toast, lb.	....	0 10
Shredded cod, 24 cartons	....	1 80
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 17	0 17½
Chicken halibut, per lb.	....	0 15
Medium halibut	....	0 17
Cohoe salmon (red), frozen	0 14½	0 15
Qualla salmon (pink), frozen	0 10	0 10½
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	....	0 10
Flounders, lb.	....	0 06
FRESH LAKE FISH.		
Pike, lb.	....	....
Whitefish, lb., frozen	0 13	0 13½
Goldeyes, lb.	0 07	0 08
Herrings, frozen	....	0 06
Tullibees, lb.	0 09	0 09½
Yellow pickerel	0 12	0 13
Smelts	....	0 14
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Shell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Cereals Stronger With Wheat Market

Toronto

VEGETABLES.—Potatoes during the week declined $1 per bag, and the market is still weak. There was a sudden cessation of demand, and the prices were forced down. They are now quoted at $3.50 for Ontarios and $4 for New Brunswick Delawares. New cabbage from Florida has taken a big jump upward, being now quoted at $7 per hamper, as compared with $4 last week. The recent frost in that section is accountable for the higher price. Any stocks that were saved are at a premium. Hothouse cucumbers are higher by 25c per dozen. Celery is out of the market for the present. Sweet potatoes are quoted up 20c per hamper at $2.90. Green peppers also advanced, and are now selling at $1 per dozen. Watercress is a scarce article at present, there being practically none in the market.

Beets, bag	2 00	2 75
Brussel sprouts, imported, quart	....	....
Cucumbers, hothouse, doz.	....	3 00
Cabbage, new, hamper	....	7 00
Cauliflower, Cal., 18 to 24 in box	4 00	4 50
Carrots, bag	2 00	2 25
New, dozen bunches	....	1 00
Celery, California, case	....	....
Florida, half case	....	....
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Per pound	....	0 20
Florida head lettuce, hamper	4 00	4 50
Mushrooms, 4 lbs.	2 25	2 75
Onions—		
Spanish, crate, 120 lbs.	....	10 00
B.C. onions, 100-lb. sack	....	....
Ontario onions, 75-lb. sack	8 50	9 00
Green, per bunch	....	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	3 50	4 00
Sweet Jerseys, hamper	....	2 90
Parsnips, bag	2 50	2 75
Green peppers, doz.	....	1 00
Tomatoes, Florida, 6-basket carriers	....	6 50
Watercress, 11-qt.	....	....
Parsley, 11-qt.	....	0 75
Turnips, yellow	....	1 00

MANITOBA MARKETS

WINNIPEG, March 7.—Sugar and syrup have been the main topics for the week. The corn market took a jump towards the week-end, and it was felt that the time was not far distant when another advance in corn syrup and corn starch would have to go into effect. It will be remembered that both Beehive and Crown went up 20c per case last week. As for sugar, nobody knows what is going to happen. Several refineries in the United States are shut down, and with refiners out of the market raw sugar has weakened.

There has been a decline in potatoes following the heavy advance of a week ago. This was brought about by a heavy influx of potatoes from outside to take advantage of higher prices. With the advent of Florida products next month, the situation should be easier. Potatoes are to-day bringing $1.50 in Winnipeg. Another startling decline has taken place—eggs dropped to 45c per doz. for new-laids, and were getting easier when this was written. This was brought about by an early spring in the South. On the other hand, butter continues to go up. Flour jumped to $9.40 per bbl. Ogilvies had been selling 10c under the other companies, but jumped 20c per bbl. instead of 10c, so that all milling companies are on the same basis now. There has been an advance of $2 per ton in bran, shorts and middlings.

The following are other changes in this market: Lard is up to a basis of 21¾c for tierces—an advance of ¾c, and another one is predicted with confidence. Camp coffee prices now as follows: 5 oz., $2.50; 10 oz., $4.65 per doz.; Dutch herrings are quoted $1.10 per keg. New prices on Macdonald's tobacco are: Prince of Wales 84c, Briar 80c, British Consul 97c, and Napoleon 85c. Cornmeal is quoted by jobbers at $1.55 for 49's, 80c for 24's. Aylmer or Canada first pork and beans are now offered: 24 2's, $3.60. New ketchup prices are as follows: Delhi 2's, $2.75; Bell Brand, $2.50; Oshawa 2's, $2.

CANNED GOODS.—A local house advertises tomatoes, 2½'s, for $3.60 per case net. While the demand for canned goods is not heavy, most wholesalers seem content to wait until the bigger demand opens up in the spring.

Whole Peas Scarce; Beans in Demand

DRIED VEGETABLES. — Potatoes jumping so high during the past two weeks has had the effect of increasing the demand for white beans. There are still very few Japanese offering in Winnipeg, most of those on the market being Manchurian, selling around $5.85. Limas are selling 10¼c or 10½c. While this is not a good market for Limas, there have been quite a few selling, the price having been more within reason since white beans went so high. Split peas are worth $7. Whole peas are very hard to get anywhere; some of the Winnipeg jobbers have none.

Evaporated Apples High in Price

DRIED FRUITS.—Evaporated apples, No. 1 winter stock, are bringing 12c. There are apples selling lower than this figure. The trade is asking what will happen to this business if Ontario is unable to ship her apples to England. The question is asked: Will enough apples now be evaporated to bring the present high market down? It is a question worth considering by those who have big stocks of apples on hand. Some houses are unable to supply the trade with smaller prunes than 70-80's, although fresh stocks are expected in before this week is out. Prunes, 70-80, are bringing 11¼c. Raisins are quiet, but, it is claimed, they are good buy, as jobbers would be unable to replace their stocks to-day at the price they paid for them. Best Australian currants are worth 19c, but there are some offering to the trade around 16c.

SYRUPS.—The corn market hit a high point again last week, and in anticipation of a further advance in corn syrup, orders for that product came in thick and fast Saturday. With American corn syrup difficult to get, the demand for Canadian brands is heavy. The following figures are being asked to-day for Dixie molasses: 48 1½'s, $4; 36 2's, $4; 24 2½'s, $3.60; 12 5's, $3.40; 6 10's, $3.30.

RICE.—The market is unchanged. Tapioca and sago are selling at the same price—8¾c.

SUGAR.—Early this week sugar still stood on a basis of $8.15 for standard granulated, and there was very little buying going on, as the dealer, as well as the wholesaler, was in doubt as to what was going to happen. The weakness in the raw market which developed a week ago came as a surprise to the trade, coming so soon after the recent 15c advance in Canadian refined. The retail trade are not buying, but are waiting for a decline. Under present conditions they are afraid to buy in large quantities; they would rather go along easy just now, and be on the safe side.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 15
Extra ground or icing, boxes	9 00
Extra ground or icing, bbls.	8 70
Powdered, bbls.	8 60
Powdered, boxes	8 80
Hard lump (100-lb. case)	9 10
Montreal yellow, bags	7 75
Sugar, Western Ontario—	
Sack, per 100 lbs.	8 10
Halves, 90 lbs., per cwt.	8 30
Bales, 20 lbs., per cwt.	8 30
Powdered, 50s	8 85
Powdered, 25s	9 10
Icing, barrels	8 85
Icing, 50s	9 05
Cut loaf, barrels	9 05
Cut loaf, 50s	9 25
Cut loaf, 25s	9 50
Sugar, British Columbia—	
Extra granulated sugar	8 15
Bar sugar, bbls.	8 20
Bar sugar, boxes, 25s	8 60
Iciug sugar, bbls.	8 30
Icing sugar, boxes, 50s	8 50
H. P. lumps, 60-lb. cases	9 00
H. P. lumps, 25-lb. boxes	9 25
Yellow, in bags	7 70

FISH AND POULTRY.—Whitefish has advanced to 11c. It is not scarce, but there has been some difficulty getting it, as the season is about to wind up; yet there is lots in the country. Frozen halibut has finished for the year. Fresh is selling for 20c, and there is enough to supply the demand at that figure. There is no fresh salmon in, and this does not usually arrive until Easter. There will probably be nothing stirring in poultry for three weeks, and it will be later than that if the cold weather keeps on.

Oysters, Imperial gallon	3 00
Whitefish	0 11
Salmon, frozen	0 15
Halibut, fresh	0 20
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddie, lb.	0 13½
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17
Sea herring	0 07½

Potatoes Declined 35 Cents Bushel

Winnipeg

FRUIT AND VEGETABLES.—There has been considerable talk during the past week about potatoes being allowed to leave the country, and the danger of there being a potato famine as a result. There is more or less truth in this, but it is a fact, nevertheless, that the potato market commenced to decline last week. After selling as high as $1.85 per bushel, the price dropped again to $1.50. This was brought about by the arrival of large quantities of potatoes from the country and farther West. Some wholesalers do not believe the stories of scarcity, stating that the situation will be relieved shortly by the arrival of potatoes from Florida, California and Texas. Onions are off the market, but new ones are expected in three weeks from Australia, which should open about 6c. There is no old cabbage offering, and new California stuff is bringing as high as 10c lb. Potatoes will be in from Florida in a week. Strawberries are down to 60c.

Manitoba potatoes, 10-bushel lots	1 50
Celery, Cal., doz.	1 75
Carrots, bushel	1 00
Turnips, bushel	0 60

(Continued on page 42.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 6.—Wholesalers generally report that business for February was good, both with respect to staples and luxuries. Prices have ruled high, and retailers have been buying in small quantities, but the volume of trade exceeded the corresponding month of last year. Collections were easy, and there has been some extension of credits. Rice stocks are low, and Siam is now selling at $75 a ton, and Japan $85 to $100. The Japan rice is preferred here, but stocks are low and shipments ordered last December are not to hand. Spices are ruling firm, but without price changes. It is expected that peppers will be advanced this week, as the market is down to very low compass. Flour shows no change from last week. Sugar is firm. Potatoes are still quoted at $60 to $70 a ton, and retailers are buying scantily. Prices in other lines have held steady.

VANCOUVER, B.C.—		
Sugar, pure cane, granulated, 100 lbs.	8 10	....
Flour, first patents, Manitoba, per bbl., in car lots	9 70	....
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	....	....
Rice, Siam, per ton	75 00	....
Beans, Japanese, per ton	85 00	100 00
Potatoes, per ton	60 00	70 00
Lard, pure, in 400-lb. tierces, per lb.	0 21½	....
Butter, fresh made creamery, lb.	0 49	0 50
Eggs, new laid, in cartons, per dozen	0 44	0 45
Cheese, new large, per pound	0 27½	....

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 6.—Flour has advanced 20c per sack during the week, and is now quoted at $9.90 per barrel. Sugar prices are firm. Prices have been withdrawn on starches and corn syrup, with the stipulation that deliveries will be made at prices that prevail on the day of shipment. Small white beans are now quoted at 10c to 11c per pound. American whole green peas are quoted at 9c per pound, and Japanese peas at 10c per pound. Lowney's cocoa is up 2c per pound on the large size tons, and 4c per pound on the small size. Lard is again quoted ½c per pound higher, and cases of 3's are now selling at $14.40, an advance of 30c. Advances on Crisco are probable. Local new-laid eggs are selling at $12 per case. A car of Oregon new-laids that arrived on Saturday helped to make an easier tone in the market. Prices locally on oranges, lemons, grapefruit, all show advances during the week. Potatoes are quoted locally at 2½c per pound.

CALGARY:		
Beans, small white Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, per bbl.	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 20
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1 Ontario, large	....	0 27
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	14 30
Bacon, smoked backs, lb.	....	0 27
Bacon, smoked sides, lb.	....	0 27
Eggs, new-laid, case	....	12 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a.cse	5 00	5 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 6.—The demand for groceries now exceeds the available supplies in many lines. Owing to the freight embargoes and railway congestion stocks are getting low. Demand in all lines continues brisk. Flour advanced during the week, with first patents Manitoba quoted at $10.70, an advance of 20c per barrel. Ontario flour is quoted at $9.75 per barrel. Cornmeal is quoted higher owing to the increase in corn quotations and difficulty in getting the grain. Ordinary bags of cornmeal are now selling at $2.75, an advance of 10c. Rolled oats are easier in price, being now quoted at $8.25 per barrel, a decline of 25c. White beans are becoming scarcer and quotations are higher, now being from $7.25 to $7.30 per bushel as compared with $7 recently. Prices of eggs are firm but the commodity is reaching the market in greater supply owing to importations from Toronto and elsewhere. Lard is quoted higher at 25¼c to 25½c for pure and 18 to 18¼c for compound. American clear pork has advanced to still higher levels and is now quoted at $47 to $48. Raisins are quoted higher at 12c for choice and 12¼c for fancy. Prunes are now 11c to 11¼c, for 90-100's, which represents a firming tendency on the lower quotations. Potatoes are easier in price, the quotations generally being $5.50 per barrel. Firmer prices, however, are anticipated. Onions have been in a firm market and are quoted $1 per bag higher in some instances.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Manitoba	....	10 70
Ontario	....	9 75
Cornmeal, gran., bbls.	....	7 60
Cornmeal, ordinary, bags	....	2 75
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra faucy, gal.	0 59	0 60
Rolled oats, bbl.	....	8 25
Beans, white, bush.	7 25	7 30
Beans, yellow-eyed	6 85	6 90
Rice, Siam, cwt.	6 00	6 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated. cwt.	7 55	7 60
United Empire	7 45	7 50
Bright yellow	7 35	7 40
No. 1 yellow	7 15	7 20
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 26	0 26½
Eggs, new laid	0 50	0 55
Eggs, case	0 45	0 48
Roll bacon	0 25	0 26
Breakfast bacon	0 27	0 28
Butter, dairy, per lb.	0 40	0 42
Lard, pure, lb.	0 25¼	0 25½
Lard, compound	0 18	0 18¼
American clear pork	47 00	48 00
Beef, corned, 1s	2 80	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 00	8 75
Salmon, Cohoes, case	9 00	9 25
Salmon, Chums	5 00	5 25
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 12
Raisins, fancy, lb.	....	0 12¼
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¾
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 12	0 12½
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	....	5 50
Oranges, Cal., box	4 00	4 75
Grapes, Malaga, keg	6 00	7 00
Grapefruit, per case	4 50	5 00
Potatoes, bbl.	....	5 50
Onions, per 100-lb. bag	10 00	11 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Alta., March 6.—Prospects for spring business are good as trade at present is opening up well. Flour has advanced 5c per hundred and is now quoted at $9.70 per barrel. The sugar market is firm with an advance expected. Lima beans are higher, now being quoted at $7.65 per bushel. Marmalades have advanced slightly and cottolene has been moved up 7/8c per pound. The advance in marmalade is due to the advance in the cost of the tins.

REGINA—		
Beans, small white Japan, bush.	....	5 75
Flour, No. 1 patents, 98s, per lb.	....	9 70
Molasses, extra fancy, gal.	....	0 71

(Continued on page 44.)

FLOUR AND CEREALS

Flour and Feeds Advance In Price

Montreal

FLOUR AND FEEDS.—A twenty cent advance in flour, bringing the market for First Patents to $9.80 in large lots and $10.00 in smaller quantities was recorded this week. The long quiet spell in flour has passed, and the outlook according to those intimate with the situation, is for higher prices yet. Embargoes disturbed a rising market, as will be recalled, and the absolute impossibility of moving flour made a very dull market for a time. Embargoes are still in operation, but they cannot last for ever, and with market movement started again through the recent large Government order, the old 'bull' tendency begins again to make itself evident. Some opinions are to the effect that wheat will not go below $1.40 all summer and that flour may reach $15.00 per barrel yet. A late sowing is now fairly certain on the prairies, owing to heavy snow, and the seeding will have to be done fast. There are chances that the acreage will not be achieved, and that the results of hasty sowing may be short reaping. There are other opinions of course, and more optimistic from the point of view of the consumer, but unless a very abundant crop is achieved the wheat market is likely to keep firm. For the immediate present the tone is firmer, and there may be advanced prices before long. Feeds are again advanced in price. Straight cars of bran are selling at $38, in some cases, and shorts have this week reached as high as $43.00. Demand is still phenomenally strong for all kinds of feeds.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 80	10 00
Second patents	9 30	9 50
Strong bakers	9 10	9 30
Winter Wheat Flour—		
Fancy patents	9 00	9 25
990 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 10
Bran, per ton	36 00	38 00
Shorts	39 00	40 0
Special middlings 4	43 00	44 00
Feed flour	52 00	53 00
Feed oats, per bushel	....	0 72

Cereals Stronger In Line With Wheat

Montreal

CEREALS.—In line with the tendency of the wheat and flour market cereals are firmer again this week. The only cereal in easier market is barley (pot) which is down in price from $5.75 to a range of $4.00 to $5.00. Corn flour is firmer due to the condition of the market for corn which has been growingly firm for a considerable time. Graham and whole wheat flour are up to $4.65. Wheatlets are at $4.90. The package cereals are firm in market tone, especially those based on oats, oats being higher in price at present, although rolled oats in bags show a slightly easier tendency, having been sold at from $3.25 to $3.35 quite freely.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	4 70	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 80
Cornmeal, yellow, 98 lbs.	....	3 30
Graham flour, 98 lbs.	....	4 65
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 10
Oatmeal, granulated, 98 lbs.	....	4 10
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	3 25	3 35
Rolled wheat, 100-lb. bbls.	....	6 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 65
Wheatlets, 98 lbs.	....	4 90

Flour Advances 20c. Per Barrel

Wheat Advanced 13⅞c Per Bushel During Week—Flour Continues in Strong Position, With Another Advance Anticipated

Toronto

FLOUR.—An advance of 20c per barrel was made effective in the price of Manitoba winter wheat flour on Monday of this week, March 5. This now makes the selling price of No. 1 patents $9.70 per barrel. In last week's CANADIAN GROCER this advance was anticipated as highly probable. During the week cash wheat has been in a strong position, and from Tuesday of last week to the close of the market on Tuesday of the present week the advance in the cash article at Winnipeg has amounted to 13⅞c per bushel. On Tuesday of last week it closed at $1.75, and on the same day this week the closing price was $1.88⅞. In the face of the wheat market, flour is in a strong position, and an advance is highly probable if wheat holds near the present figure. There is very little export going on at present on account of regular trade, but there has been considerable buying of flour by the Ottawa Government on account of the Imperial authorities. Mills have been seeking this trade quite eagerly, as they are sure of getting their product cleareed out on these contracts. This is about the only export outlet for flour at present. On this continent there has been fairly heavy buying of wheat, presumably for export business. This trade during the past week aggregated in the neighborhood of a million and a half bushels per day for the past week. This is one of the factors that is sending the price of wheat upward. Wheat and, therefore, flour is expected to be in a firm position for some little time to come. Ontario winter wheat flour has not yet advanced, but the market is in a very strong position, and higher prices are probable.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 70	9 90
Second patents	9 20	9 40
Strong bakers	9 00	9 20
Ontario Winter Wheat Flour—		
High pttents	8 60	8 80
Second patents	8 20	8 40

Cornmeal and Corn Flour Go Higher

Toronto

CEREALS.—Due to an advance in corn during the week in the neighborhood of 12c per bushel, corn flour and yellow cornmeal are in firm market, and have advanced in certain quarters, 10c to 20c per bag increase being recorded. Hominy grits and pearl hominy have also made corresponding increases. Rolled oats are in firm market, although there are still some comparatively low prices being quoted. Demand for cereals is reported to be improving. Graham flour, whole wheat flour and wheatlets also advance 10c per bag in sympathy with the advance in flour.

Barley, pearl, 98 lbs.	6 25	7 00
Barley, pot, 98 lbs.	4 70	5 50
Buckwheat flour, 98 lbs.	4 85	....
Corn flour, 98 lbs.	3 50	3 75
Cornmeal, yellow, 98 lbs.	3 35	3 50
Graham flour, 98 lbs.	4 60	....
Hominy grits, 98 lbs.	3 50	3 75
Hominy, pearl, 98 lbs.	3 25	3 50
Oatmeal, standard, 98 lbs.	4 15	4 30
Rolled oats, 90-lb. bags	3 50	3 65
Rolled wheat, 100-lb. bbls.	5 00	5 50
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 55	4 70
Wheatlets, 98 lbs.	4 80	5 85

Millfeeds Move Up $1 Per Ton

Toronto

MILLFEEDS.—An advance of $1 per ton has been made all along the line on millfeeds in mixed car lots. Bran is now quoted at $36 per ton, shorts at $39, special middlings at $43, and feed flour at $52 per ton. There has been an advance of 3s per bushel in Ontario oats and 2½c advance in Manitoba oats. There are fair quantities of Manitoba oats coming forward, but Ontario oats are reaching the market only in occasional cars. The demand for all millfeeds continues exceptionally heavy.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Bran	36 00	38 00
Shorts	39 00	41 00
Special middlings	43 00	45 00
Feed flour	52 00	54 00
Ontario oats, No. 2 (nominal)	0 66	0 68
Manitoba oats, No. 2 (nominal)	0 74½	0 75½

SHIPMENTS ARE NOW MOVING EASTWARDS

Winnipeg

FLOUR AND FEEDS.—First patents were firmer last week, and advanced 10c per bbl. on account of considerably more strength in the wheat market. The strength was due to the fact that exporters were again on the market, presumably buying for the Government. Domestic business is about normal, and will be helped out considerably by the fact that some of the railway companies have removed embargoes on shipments to Ontario. Millers have been unable to secure much business in the East owing to diffienlty of getting shipments forward from Western mills. Rolled oats is firmer at $3.00, and there is a good demand. The fight between two mills is dying down. The Imperial Government has been a heavy buyer on the oat market during the past ten days. There has been an advance in feeds of two dollars per ton, making brand $30, and shorts and middlings $32.

Flour—		
Best patents	....	9 40
Bakers	....	8 90
Clears	....	8 50
XXXX	....	9 30
Cereals—		
Rolled oats, 80 lbs.	3 00	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 00
Oatmeal, 98's	....	4 00
Feeds—		
Bran, per ton	....	30 00
Shorts, ton	....	32 00
Middlings, ton	....	32 00
Mixed chop, ton	....	42 00

WEEKLY GROCER MARKET REPORTS

(Continued from page 39.)

Cabbage, Cal. lb.	....	0 10
Cauliflower, Cal., case	5 00	5 00
Head lettuce, Cal., doz.	....	1 75
Head lettuce, Florida, hamper 3 doz.	....	5 50
Imported mushrooms	....	0 90
Tomatoes, Florida, basket	....	1 50
Fruits—		
Oranges, navel, case	4 00	4 00
Oranges, bitter, Palermos, case 200	....	7 00
Oranges, bitter, Japanese, case 60 lbs.	....	....
Lemons	....	5 00
Grape fruit	6 00	6 00
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	5 50	6 00
Ontario apples, No. 3	....	4 50
Jonathans, Washington, box	1 75	2 25
Wine Saps, box	2 25	2 25
Rome Beauties, box	....	2 00
B.C. McIntosh Reds, No. 1	....	2 25
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 00
Pears, D'Anjou, box	....	4 50
Strawberries, box	....	0 60
Bananas, lb.	....	0 05½
Rhubarb, lb.	....	0 15

IS THE TRADE CONTRACT PRICE ILLEGAL?

(Continued from page 23.)

features crop up in business in a thousand ways that only one man in a thousand knows anything about. To disturb conditions that are absolutely fair and necessary, and work out satisfactorily to all parties would be a gigantic blunder.

"I must apologize for the time I have taken, but think I have made a just presentation of some of the serious aspects of the wholesale case."

The Clerk and His Relation to the Store

The Clerk One of the Vital Elements in a Store's Success—How a Good Clerk Draws Trade—How His Careful Service May be the Greatest Asset on the Store's Book—This Extra Service of a Clerk Should Command Recognition

PROBABLY every shopper who enters a grocery store, at least one at which they usually trade, has some clerk whom she prefers to have serve her. The reasons for this are numerous, and run the whole gamut of human psychology, but a few of the reasons might be noted. It is not that the customer expects to buy cheaper from this particular clerk, but that in some way, that the customer probably does not realize, this particular clerk has learned to understand the peculiarities of this particular patron and knows how to humor them. It may be in not urging her to buy goods that experience has taught him she does not want; it may be in coaching her in the goods she actually does want, or it may, on the other hand, be merely a matter of courteous and cheerful treatment and a readiness to understand the customer's side of any question. Be it what it may, it is one of the outstanding items in the store's popularity and as such is a very vital element in the store's success.

A Clerk May Double His Value—Should He Then Increase His Wages?

Here is a matter that is not fully understood either by the clerk or the employer, and consequently it is seldom that the clerk is paid according to his value. Good, bad, or indifferent, they all get about the same wages, yet a clerk who makes a careful study of his work, may in many instances increase his value to the store 100 per cent., and if he does so he is entitled to a fair return for this increased efficiency. If employers realized this, and some of them do, there would be a higher standard of efficiency in clerks who would then have some inducement to exert themselves in studying their customers, and the methods of business in general.

A Careless Clerk As a Debit Item

Not only may a good clerk mean money to his employer, but a careless one may mean a considerable monetary loss. Not only in the way of a lessened efficiency, but in the tangible item of waste. For instance, a careless clerk may be careless in weighing. Whichever way he errs, it will be equally disadvantageous to the storekeeper. If he gives short weight, the grocer will be looked upon with suspicion, for very few people will lay the blame on the carelessness of the clerk, but will assume at once that there is a conspiracy to defraud. If the clerk gives overweight, it will result in a loss of at least a few dollars weekly, for which the grocer gets no credit. Even should the customer be aware of it, they are prone to look with suspicion on any form of carelessness in weighing.

It is unquestionably the person who knows how to do things right that always obtains the respect of the public. This is no easy task, but is the result of careful and painstaking study. There are some clerks who have never undergone any apprenticeship in the business, and yet this is so necessary and considered of such vital importance that one grocer known to the writer will not employ clerks who have not served an apprenticeship of three years under their careful training.

The Grocer, the Departmental Store and the Clerk

Judging by the large amount of business that is done by the retail grocers all over the city in direct competition with the best service that the large departmental stores can give, it is evident that the public appreciate and have learned to depend on the service these stores can give. In this matter of retaining their trade or of obtaining more of the trade that would otherwise go to the departmental stores, the employer would do well to remember that the clerk is perhaps the pivot on which the success or failure of your scheme may turn. A good clerk may build your business, a poor one may turn it away. It is all very well to say that by reason of his employment a clerk should be loyal to the store. This is all perfectly true, and a clerk may be perfectly loyal in his service to the store and yet not be the drawing card he is capable of being. It is the little more that counts, a service, plus, and when a clerk is interested enough to give you this extra service he is entitled to some recognition. The merchant looks with favor upon his available assets, yet no single asset, not even limitless capital, is comparable to the willing super-service that the clerk can give as a means of promoting the success of the store.

This is a thought that has been forcibly drawn to our attention by one who has been continually in touch with the retail grocery trade for some time past, and whose judgment is sound. Ponder it yourself. It is worth the serious consideration of both employers and clerks.

PRODUCE AND PROVISIONS

Prices of Pork Products Advance

Montreal—

PROVISIONS.—Noticeable this week is the advance in provisions. Live hogs have been selling at $16 straight per hundred pounds, which is an advance on last week's figures, and dressed have been selling at $21.50 to $22, which is the same price range as last week. The supplies are still not satisfactory as to finish and in quantity are very uncertain. There are rumors of shortages in supply before very long. The feature of the past week has undoubtedly been the decided upward tendency of all lines of pork products, including lard. In the Chicago market, lard is now 2½c a pound higher than it was a month ago, and it is felt that the price may yet go still higher. Receipts of live hogs are fairly good, but the demand for pork products, both local and export, is exceptionally keen. There is some difficulty about getting space on steamers owing to the fact that the British Admiralty have taken over all ships, but in some quarters it is stated that the difficulty will be overcome by selling direct to the British Government, and that the Government officials will see that space is given as far as possible for shipments as sold.

Hams—		
Mdeium, per lb.	0 27	0 27½
Large, per lb.	0 25	0 25½
Backs—		
Plain	0 27	0 28
Boneless, per lb.	0 30	0 31
Bacon—		
Breakfast, per lb.	0 30	0 31
Roll per lb.	0 23	0 24
Dry Salt Meats—		
Long clear bacon, ton lots	0 20	0 21
Long clear bacon, small lots	0 20½	0 21½
Fat back, lb.	0 19	0 20
Cooked Meats—		
Hams, boiled, per lb.	0 38	0 39
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 22¾	0 23
Tubs, 60 lbs.	0 23	0 23½
Pails	0 23½	0 23¾
Bricks, 1 lb., per lb.	0 24½	0 23¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 18	0 18¼
Tubs, 50 lbs.	0 18½	0 18¾
Pails, 20 lbs., per lb.	0 19¼	0 19½
Bricks, 1 lb., per lb.	0 19½	0 19¾

Poultry Prices Not Altered This Week

Montreal—

POULTRY.—Conditions affecting the market for poultry this week are almost identical with those described last week. The passing period of fairer weather stimulated some shipments of live poultry, but not enough to influence the matter of price to any extent. Supplies are sufficient to meet present demand, which is influenced a little, no doubt, by Lent. High cost of feeds for poultry will be found to have had some effect in reducing supplies on the resumption of more active business in poultry, but at present the market is steady, with prices as quoted.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 25	0 30
Old roosters	....	0 20
Roasting chickens	0 25	0 27
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Canadian Eggs Scarce But Prices Easier

Montreal—

EGGS.—Supplies of eggs from Ontario are increasing, but not nearly enough to take care of the local trade. Dealers are still importing eggs from Chicago and Detroit. The latest price quoted from the United States sources is 29c. It will be two or three weeks before Canadian eggs are at all plentiful. The price range is from 45c to 46c per doz. for both Chicago and Canadian eggs, some quotations a cent lower being heard of on the market, but business not reported active owing to shortage of supplies. There arrived in Montreal in the week ending March 3, 7,011 cases of eggs as compared with 4,969 cases for the corresponding period last year. Prices as quoted prevail on the market:

Eggs—		
New laid	0 45	0 46

Cheese Market is Considerably Firmer

Montreal

CHEESE.—There is a distinct firmness in the cheese market at present. Supplies are short for local trading. Great quantities of export cheese are awaiting ships to carry them across the Atlantic, where record high prices are evidently being paid for cheese. No less than 31½c a pound is one of the price records achieved for cheese sold on behalf of a Montreal firm in England. Prices of cheese for local consumption are advanced this week by 2c a pound. This is owing largely to shortage, and to the Lenten demand for cheese, which forms a nourishing non-meat fare. There arrived in Montreal for the week ending March 3, 2,942 boxes of cheese, as compared with 507 boxes for the corresponding period of last year.

Cheese—		
Large, per lb.	0 27½	0 28
New twins, per lb.	0 28	0 28½
Triplets, per lb.	....	0 28½
Stilton, per lb.	....	0 30½
Fancy old cheese, per lb.	....	0 30½

Butter in Firmer Market This Week

Montreal

BUTTER.—No higher prices are payable by the retailer for butter this week, though there is a firmness in the market. Stocks are shorter now, and some dealers are expecting higher-priced butter as a consequence, particularly as regards the finest quality of goods. For creamery prints some firms are asking rather higher prices than those quoted, half a cent higher being mentioned, making creamery prints 45c. Higher prices were also talked of for solids, but the prices quoted are in the main available. There arrived in Montreal for the week ending March 3rd 960 packages butter, as compared with only 367 packages for the corresponding period last year.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42¼
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Buckwheat Honey Advances in Price

Montreal

HONEY.—Advances in the prices of buckwheat honey will be observed this week. This is due to the gradual reduction of stocks, while a very steady demand continues for honey. The market realized the shortage of supply some little time ago, and honey prices have been steadily firming since. Stocks are not any too plentiful at present, and will not last very much longer, though higher prices may rather retard demand, which is reducing available supplies rapidly.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 13	0 13½
Buckwheat, 60-lb. tins, per lb.	....	0 13
Clover, 5-10 lb. tins, per lb.	....	0 15¼
Clover, 60-lb. tins	....	0 14½
Comb, per section	0 18	0 19

Lard Up 1.1-2 Cts. Live Hogs Up 25c

Good Weather Sent Larger Quantities of Hogs to Market Than During Any Week This Year—Meat Products Up

Toronto

PROVISIONS.—There was a firmer tendency in provisions all along the line during the week. Pure lard advanced 1½c per pound and compound lard went up ½c. Live hogs were also higher by 25c per hundred and dressed hogs were quoted 50c per hundred up. Hams are

up ½c per pound, backs are higher 1c and roll bacon has been moved up 1c. Live hogs advanced even in the face of the heaviest arrivals last week of any similar period since the beginning of the year. Packers anticipate the run will be fairly good during the present week. They attribute the movement of live hogs last week to better weather conditions. Lard prices are firm at the new high levels of 23c to 23¼c for pure and 17¼ to 17¾c for compound. There has been a good demand for lard and stocks are light. High prices have not curtailed consumption. There is a wide difference between compound and pure lard which to dealers indicates that either compound must come up or pure lard must be graded down. There seems small prospect of pure lard being easier in the face of the good demand and light supplies. Compound is accordingly expected to reach higher levels.

Hams—		
Medium, per lb.	0 26½	0 27½
Large, per lb.	0 24½	0 25½
Backs—		
Plain	0 30½	0 32
Boneless, per lb.	0 32	0 34
Bacon—		
Breakfast, per lb.	0 27	0 29
Roll, per lb.	0 23	0 24
Wiltshire bacon, per lb.	0 26	0 28½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 19½	0 20
Long clear bacon, small lots	0 2½	0 21½
Fat backs, lb.	0 21	0 22
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 39
Hams, roast, per lb.	0 38	0 40
Shoulders, boiled, per lb.	0 32	0 34
Shoulders, roast, per lb.	0 33	0 35
Lard—		
Pure tierces, 400 lbs., per lb.	0 23	0 23¼
Compound, tierces, 400 lbs., per lb.	0 17¼	0 17¾
In 60-lb. tubs, ¼c higher than tierces: pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed		21 50
Live, off cars		15 50
Live, fed and waterede		15 25
Live, f.o.b.		

Butter Goes Up 1c to 2c Per Pound

Toronto

BUTTER.—With some of the creameries in operation there has been less milk turned into dairy butter. The arrivals have consequently been less and prices have advanced with a good demand for dairy. Dairy butter in consequence advanced 1c to 2c per pound during the week. Creamery butter was also firmer in price and higher prices were asked in the face of light production owing to the continued severe weather. Fresh made creamery is now quoted at 44c to 46c per pound.

Creamery prints, fresh made	0 44	0 46
Creamery solids	0 43	0 44
Dairy prints, choice, lb.	0 40	0 43
Dairy prints, lb.	0 38	0 40
Bakers	0 33	0 34

Eggs Come Down 5c to 6c Per Dozen

Toronto

EGGS.—With the decline in price of new laid eggs in the Chicago district down some 7c per dozen during the week the local market followed in sympathy. Locally new laids are now quoted at 47c per dozen in cartons and at 43c to 44c ex-cartons. This represents a decline of 5c to 6c per dozen. Practically all of the supplies are coming from the Chicago district as the eggs of local production are very few in number. Wholesalers are buying only for immediate needs as there is expectation that prices will decline still further with the coming of favorable weather.

Eggs—		
New laid, cartons		0 47
New laid, ex-cartons	0 43	0 44

Cutting of Large Cheese Favors Trade

Toronto

CHEESE.—Some wholesale commission men have during the past year been cutting cheese in smaller pieces in order to meet the needs of merchants who did not feel like investing in a whole cheese. This has been conducive to larger trade, it is asserted, and the amount of cheese consumed locally has been fairly heavy.

Cheese—		
New, large		0 26½
Twins, old		0 27½
Stilton		0 30

Poultry Coming to Market in Small Supply

Toronto

POULTRY.—There is very little poultry reaching the market either in the live or the dressed variety. There is an excellent demand for live poultry for a certain seetion of the community and arrivals are taken up eagerly. There is still some frozen stock in the market and this is taking care of the demand for dressed poultry. The market for geese, ducks and turkeys is practieally non-existent, as they are a rarity at this season.

	Live	Dressed
Spring chickens	0 21	0 20
Spring chickens, crate-fed	0 23	0 22
Hens, over 4 lbs.	0 21	0 19
Hens, under 4 lbs.	0 19	0 18

Prices are those paid at Toronto by commission men.

Old Crop Maple Syrup Going Well

Toronto

HONEY, MAPLE SYRUP.—There has been a steady sale of last season's crop of maple syrup. As soon as March comes in people begin to think about maple syrup and there is a consequent demand. Honey has also been in fair sale with prices holding steady. It is anticipated that there will be little variation from present prices for any stocks of honey that still remain.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Maple Syrup—		
8-lb. tins	1 15	1 25
Tins, No. 1, gal.		1 50
Tins, No. 2, gal.		1 25

Big Decline in Eggs; Butter Firm; Lard ¾c Up

Winnipeg

PRODUCE AND PROVISIONS.—The hog market opened last week at 14c and advanced towards the middle of the week in sympathy with outside markets and a good local demand, to 14¼c. Provision prices have not followed the price of live hogs locally, although further advances are looked for in provisions shortly. Lard is firmer, and another advance has taken place to 21¾c for tierces, this being an advance of ¾c.

EGGS.—With milder weather, both locally and in the South, and with big importations from the South, and especially from California, the egg market showed a wide variation, opening at the beginning of the week at 55c, and closing at 45c. It is expected that the market will decline further. Retailers were selling new laid eggs in Winnipeg early this week at 50c, whereas, on the previous Friday they were bringing 70c. Storage stocks are pretty well exhausted.

CREAMERY BUTTER.—A firmer market resulted from active buying of Eastern Canada and higher manufacturing costs on fresh made. Prices have not been changed to date, but manufacturers are taking a loss on present output, and a two cent advance would not be surprising.

CHEESE. — The price current last week was 27½-28c, but in view of eastern manufacturers quoting 27c f.o.b. Eastern points, the prices are somewhat below cost to replace.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.		0 25½
Large, per lb.		0 24
Bacon—		
Breakfast, per lb.	0 25	0 26
Breakfast, select, lb.	0 28	0 31
Backs, regular		0 26
Backs, select, per lb.		0 28
Dry Salt Meats—		
Long clear bacon, light		0 19½
Barrelled Pork—		
Mess pork, bbl		38 00
Lard, Pure—		
Tierces		0 21¾
20s		4 45
Cases, 5s		13 57
Cases, 3s		13 65
Lard, Compound—		
Tierces		0 16½
Tubs, 50s, net		8 37
Pails, 20s, net		3 43
Butter—		
Fresh made creamery, No. 1, cartons		0 43
No. 1 storage		0 42
No. 2 storage		0 40
Fresh Eggs—		
New laids		0 45
Cheese—		
Ontario, large	0 27½	0 28

WEEKLY MARKET REPORTS BY WIRE

(Continued from page 40.)

Rolled oats, bails		3 50
Rice, Siam, cwt.		4 35
Sago and tapioca, lb.		0 09¼
Sugar, pure cane, granulated, cwt.		8 29
Cheese, No. 1 Ontario, large		0 28¼
Butter, creamery, lb.		0 42
Lard, pure, 3s, per case		13 75
Bacon, smoked sides, lb.		0 30
Bacon, smoked backs, lb.		0 28
Eggs, new-laid	0 50	0 60
Eggs, storage, No. 2		0 40
Tomatoes, 3s, standard, case		4 35
Corn, 2s, standard, case		3 55
Peas, 2s, standard, case		2 60
Apples, gals., Ontario		2 10
Strawberries, 2s, Ontario, case		5 00
Raspberries, 2s, Ontario, case		5 25
Peaches, 2s, Ontario, case		3 75
Salmon, finest sockeye, tall, case		12 25
Salmon, pink, tall, case	6 85	7 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24
Eggs, new-laid		0 50
Eggs, storage	0 40	0 42

A GOOD BUY

When you buy a product and it moves quickly, and gives sales-repeating satisfaction, and allows a good margin of profit, you call it a good buy. That's what all grocers who sell it think of

Bowes TRADE MARK

PURE MAPLE SYRUP

This product is steadily increasing its host of friends by its supreme purity and wholesomeness. It's a member of the Bowes Pure Food Family.

It's time to stock up—NOW.

The Bowes Co., Ltd.
Dept. G., Front St. E., Toronto

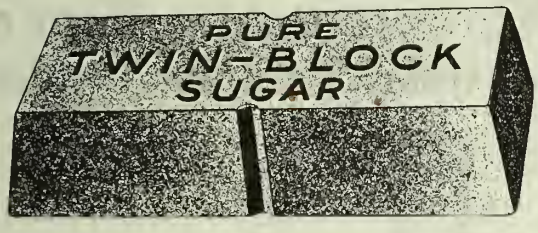
Babbitt's—the line that gives you worth while profits

It's worth featuring, Mr. Dealer. The average housewife recognizes value when she sees it, and the double value that Babbitt's Cleanser offers is too apparent to go unnoticed.

Just think—a full weight package of the most reliable cleanser on the market for 5c. **And premiums for the trade marks as well.** Isn't that a selling proposition with a punch?

Put Babbitt's on display to-day and recommend it to all. The profits are good.

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto



MAPLE SYRUP
"CANADA'S BEST"

MAPLE SUGAR
"CANADA'S BEST"

MAPLE BUTTER
"DAIRY" BRAND

These brands will satisfy your requirements for maple products. We are in a position to supply the highest quality of Maple products. **Tested** and **Guaranteed.** Every package, packed and labelled according to the requirement of the Inland Revenue Department.

MAPLE BUTTER *"Dairy" Brand*

is in great demand as a substitute for dairy butter. Packed in 10, 30, and 75 lb. pails.

MAPLE SUGAR *"Canada's Best"*

is well known for its superior quality. Packed, 48 twin blocks to the case.

Order your requirements without delay. The new crop will soon be ready and wise buyers are ordering now.

CANADA MAPLE EXCHANGE, LIMITED
22 VALLEE ST., MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo. **Cloth Extra, Net, $2.00** **By Mail, $2.10**

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book.—*Grocers' Criterion.*

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal.*

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics.*

"The author, Mr. Joseph M. Walsh, is, without doubt, *the greatest authority in America upon the subjects of Tea and Coffee.* The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Order Moir's to-day

reap your profits to-morrow

Good, wholesome candy is about as profitable a line as you can possibly feature, and you cannot find a better or a more wholesome line than

Moir's XXX Chocolates

in bulk and fancy packages.

These delicious candies are always dependable sellers, their unique flavor and wholesomeness make firm friends of first users.

Just give Moir's a trial. The increased profits resulting will show you that it pays to push the sales of quality chocolate.

MOIRS, LIMITED

HALIFAX - - CANADA

Worcestershire Sauce

in popular sized 10c. bottles

An attractive little selling line, high class in every particular. The fact that every bottle is neatly wrapped adds to its appearance and selling value. The piquancy and delicate flavor of this quality sauce will make it a strong repeater with your trade. Send to-day for a trial supply. If your wholesaler can't supply you, write us.

Packed 4 dozen to the case.

Chas. M. Edwards & Co.

(E. B. Thompson, Sole Proprietor)

20 Front St. E., Toronto

ESTABLISHED 1879 INCORPORATED 1904

S. J. Major, Limited.

Wholesale Grocers & Wine Merchants

126 to 136 YORK ST.

Ottawa, Can.

March 1/17.

Dear Sir:—

Owing to unsettled freight conditions all over the Country and in the United States, and also to ocean freight for foreign goods which is very much disorganized, not to mention embargo on certain goods, we are placed in a very difficult position to keep our stock well supplied and fill entirely our customers' orders. Conditions are not likely to improve for a long time and not until considerable after the war. Prices, with a very few exceptions, are all advancing with no relief in sight.

Considering above state of affairs, we would strongly advise our customers to anticipate their wants, order a little further ahead and, if possible, buy in larger quantities. We feel sure that if you consider what you have experienced in the past year or two as to advance in price and continued decrease in shipping facilities, you will agree with us that our advice is likely to prove to your interest.

We can assure you that we will do all possible to make prompt and complete shipment of your orders but ask your good will in case that of delays which are beyond our control; however, we feel sure that with your co-operation in anticipating your requirements and buying in larger quantities, we will be able to serve you with the least possible delay and save you money.

Yours for service,

S. J. MAJOR, LIMITED

A.J.M.

An Appeal to Men of High Calibre

HAVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals;* or to put it more definitely, by the *Common people.* The spirit or impulses of *leaders* must pass downward—to the *Common people.*

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

YOU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

HERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

This wider vision and fuller knowledge can be procured from a reading each week of The Financial Post. (Price $3.00 for 52 issues).

No other single paper perhaps will serve you so soundly and broadly.

How: By guiding you in your investments. It is often harder to invest money wisely than it was to earn it. The successful purchase of securities requires long study of investment matters.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions.

Therefore, we expect many to sign and return the form below:

THE FINANCIAL POST OF CANADA

143-153 University Ave. Toronto

.....1917.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—Mowat & McGeachy.

The peerless quality of this delicious jam is popularizing it among the most particular people and bringing big returns to the dealer constantly featuring it.

Every bit of Furnivall's Fine Fruit Pure Jam is quality in the highest degree. Keep your stock displayed. It will pay you well.

FURNIVALL-NEW, Limited
Hamilton Canada

Mr. Merchant

See that your clerks and department heads read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.
SOLE AGENTS FOR CANADA
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

RALSTON WHEAT FOOD
AND
PURINA
WHOLE WHEAT FLOUR

We are now opening a big advertising campaign throughout Canada in conjunction with advertising of Ralston Purina Co.,of St. Louis.
The best trade appreciate the superior Ralston goods.
Order through your jobber, if he will not supply you write us direct.
Good profit on both lines.

The Chisholm Milling Co. LIMITED
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

MORE important than the fact that intelligent advertising means economy to the trade and the final purchaser, is the fact that good advertising protects both the merchant and his customers.

The man who has put a name on his product and advertised it cannot afford to sacrifice reputation for temporary economies. That is why advertised products are usually the best in their line.

Cocoanut

of unimpeachable quality

not the cheapest kind but a higher priced product of immeasurable superiority.

WE unhesitatingly guarantee the character of this cocoanut to be the very best obtainable. Back of every ounce of it is our quality standard maintained steadily over a period of 22 years.

DEALERS desirous of stocking something unusually good should get in touch with us. We'll ship promptly on request.

Pails of 15 and 20 lbs. Boxes of 50 lbs. and Barrels of 100 lbs.

Write us to-day.

Standard Cocoanut Mills

(E. B. Thompson, Sole Proprietor)

HAMILTON, CANADA

FIREPROOF

"NEW" INTERNATIONAL SAFE REGISTER"

Simplest—Surest—Safest

SELF INDEXING
Alphabetical index enables operator to turn to customer's account instantly.

PETTY ACCOUNTS
Loss by Petty Charges and C.O.D. Charges eliminated

DOOR
Door of new interlocking-flange design. Fitted with heavy draw bolts. Back door locks under frame, making safe Waterproof as well as Fireproof

HANDLE
Heavy Handle which throws the heavy draw bolts to lock the Safe

LOCK
Heavy three-tumbler interchangeable combination lock. Simple and positive in action, will not get out of order

Weight 300 lbs.

METAL LEAVES
Made of Bessemer Steel with individual account-carrying compartments

CABINET
Wooden superstructure in which account-carrying leaves are operated during business

SAFE BASE
Safe in which the account-carrying leaves are secured at night under combination lock for fire and burglar protection

HINGES
Hinges of heavy Malleable construction

STEEL WALLS
Steel-enclosed walls filled with Fireproof Compound which solidifies the entire structure of the Safe

STOP GUESSING—KNOW! Business should be EXACT. Be interested enough in yourself to safeguard your BUSINESS from constant DRAINS and LOSSES.

THE PERFECT "ONE WRITING" SYSTEM PROTECTS YOUR RECORDS FROM FIRE.

The INTERNATIONAL ACCOUNT REGISTER SYSTEM has been proved by USE. It is what you WANT. FOR SAFETY'S SAKE WRITE TO-DAY and GET THE FACTS.

THE INTERNATIONAL SAFE COMPANY, LIMITED, FORT ERIE, ONTARIO

MODERN OFFICE APPLIANCES COMPAN Y
251 Notre Dame West, Winnipeg, Man., Western Distributors

G. D. PEQUEGNAT
113 Bleury St., Montreal, P.Q., Distributor for Quebec

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do.

It stands the test for durability, for it lasts a lifetime.

A REAL PROFIT SAVER

Write for Prices and Terms.

We have special combination prices with cabinets and pedestals.

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW.

S. DAVIS & SONS, LTD.

CIGAR MAKERS

MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
" New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
" La Plaza	2 for 25c, equal to most 20c cigars.
" Promoter Blunts	3 for 25c, equal to most 15c cigars.
" Perfection	3 for 25c, equal to most 15c cigars.
" Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
" Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

EGGS

If you want to sell Eggs we can handle them for you.

If you want to buy Eggs we can supply you.

Let us hear you calling.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Great Reduction

Slightly used refrigerators suitable for Butchers, etc.

1—No. 2 Eureka	Refrigerator	- - -	7′ x 8′ x 11′
1—No. 1	"	"	- - -	12′ x 8′ x 12′
1—No. D Standard	"	- - -	7′ x 10′ x 10′
1—No. B	"	"	- - -	6′ x 9′ x 11′
1—No. B	"	"	- - -	7′ x 6′ x 11′
1—No. B	"	"	- - -	6′ x 6′ x 10′
1—No. 2 Eureka	"	- - -	7 x 5 6 x 11

The above all in absolutely first-class condition and all refinished on outside. These will be sold at bargain prices. Now is your chance for a cheap box. Communicate to us direct or to our representatives in the different cities in Canada.

THE W. A. FREEMAN & CO.
LIMITED

Hamilton, Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90
8-oz.	2 55	2 50
12-oz.	3 85	3 75
16-oz.	4 90	4 80
2½-lb.	11 60	11 35
3-lb.	13 60	13 35
5-lb.	22 35	21 90

F.O.B. Montreal, or F.O.B. jobbers' point subject to jobbers' regular terms.

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case. Per doz.

Blackberry	2 40
Currant, Black	2 50
Gooseberry	2 30
Plum	2 30
Pear	2 30
Peach	2 30
Raspberry, Red	2 50
Raspberry and Red Currant	2 40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case	4 40
20 lb. tins, ¼ doz. in case	4 25
Perfect seal glass jars in the case	3 40

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	80-90
1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall 2 doz. to case	1 85
Family, Plain, $1.85 doz.; Family, Tomato Sauce, $2.45 doz.; Family, Chili Sauce, $2.45 doz.; 3's only, $2.40 doz.; 3's, Plain, Tall, $3 doz.; 3's, Tomato Sauce, $3 doz.; 3's, Chili Sauce, $9 doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), ... doz.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 60
12 oz. Glass, Screw Top, 2 doz. in case	1 80
16 oz. Glass, Screw Top, 2 doz. in case	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 30
2's Tin, 2 doz. per case	3 20
4's Tin, 12 pails in crate, per pail	0 59
5's Tin, 8 pails in crate, per pail	0 72
7's Tin or Wood, 6 pails in crate	0 94
14's Tin or Wood, 4 pails in crate, per lb.	0 13½
30's Tin or Wood, one pail only, per lb.	0 13½

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½s, 12-lb. boxes, per lb.	0 36
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

A Pure Hard Soap

These are the outstanding words in the high standard formula to which Surprise has been manufactured for over thirty years.

PURE—Free from moisture and adulteration.

HARD—Remarkable wearing or lasting qualities, due to proper ageing.

It costs less because it does more.

The St. Croix Soap Manufacturing Co.

St. Stephen, N.B.

Halifax, Montreal, Toronto, Winnipeg, Vancouver, West Indies

Keeping up sales

is a problem with dealers who do not stock standard pack goods. Why not keep up your sales by handling the high quality, satisfaction-giving Brunswick Brand Sea Foods? Fish is a very desirable food in all seasons—so easily digested, and healthful.

Brunswick Brand

has set the standard in fish foods. Fish freshly caught in the famous Passamaquoddy Bay are scientifically packed a few moments after leaving the water. They are steady sellers and allow a good profit.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros.
LIMITED
Black's Harbor, N.B.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 33
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., per lb.	0 38
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$8 00
Reindeer Brand, each 48 cans	7 70
Silver Cow, each 48 cans	7 15
Gold Seal, Purity, eacb 48 cans	7 00
Mayflower Brand, each 48 cans	7 00
Challenge, Clover Brand, each 48 cans	6 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 40
Jersey Brand, Hotel, eacb 24 cans	5 40
Peerless Brand, Hotel, eacb 24 cans	5 40
St. Charles Brand, Tall, eacb 48 cans	5 50
Jersey Brand, Tall, each 48 cans	5 50
Peerless Brand, Tall, eacb 48 cans	5 50
St. Charles Brand, Family, each 48 cans	4 90
Jersey Brand, Family, each 48 cans	4 90
Peerless Brand, Family, each 48 cans	4 90
St. Charles Brand, small, each 48 cans	2 40
Jersey Brand, small, each 48 cans	2 40
Peerless Brand, small, each 48 cans	2 40

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 50
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	5 20
Cocoa, Reindeer Brand, each 24 cans	5 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weigbt 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weigbt 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weigbt 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weigbt 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weigbt 3 lbs.	$ 1 05
2 oz. bottles, per doz., weigbt 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weigbt 40 lbs.	22 00
Bnik, per gallon, weigbt 16 lbs.	16 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weigbt 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weigbt 14 lbs., retail eacb 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weigbt 17 lbs., retail eacb 90c.	7 50
8 oz. (1 doz. case), weigbt 17 lbs., retail eacb $1.60.	13 20
Pint (1 doz. case), weigbt 29 lbs., retail eacb $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, eacb, retail eacb, $10	7 50
Gallons, eacb, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $25. 14s, $60.

Roast Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $22.

Boiled Beef, 1s, $3.10; 2s, $7.00.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50.

Corned Beef Hash, ½s, $1.50; 1s $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s $3.35; 2s, $6.25.

How about that trial supply of Marsh's Grape Juice ?

Of course, you've decided to get it, live grocers everywhere did so and subsequently saw the wisdom of making Marsh's part of their regular stock.

We know that you too will appreciate its selling possibilities once you get acquainted. For it's a live selling line with that delicious goodness that appeals to the most cultured taste.

There is nothing but quality in every drop of Marsh's Grape Juice, the sort of quality you can stand back of and confidently recommend to every customer coming into your store. Not a drop of coloring or preservative enters into the manufacture of this wholesome beverage, nothing but the pure unfermented juice of selected Concord Grapes.

Send for that trial supply right now before it slips your memory. We'll furnish you with a choice selection of attractive sales creating store signs and pennants, neat little eye catchers that will keep your stock moving right along.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Both Eye and Palate Sell Shirriff's

How splendid they look on your shelves. The beautiful, sparkling, glowing colors of the jellies make everybody's mouth water—eager to taste them. Both the jelly and the package are strikingly attractive. No wonder Shirriff's sells on sight.

Shirriff's

Jelly Powders

rely for continued sales upon the palate. There's a flavor for every taste and its so unmistakably delicious that you get a steady customer every time.

It's the steady flow of profits that counts up worth while. Put Shirriff's where they can be seen. It pays.

Imperial Extract Co.

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

FREE FROM BENZOATE OF SODA
Sterling
TOMATO CATSUP
CONTAINS NO COLOURING OR ARTIFICIAL PRESERVATIVES
PREPARED BY THE T. A. LYTLE CO. LIMITED TORONTO

In demand everywhere —liked by everybody

The standard of quality for which every Sterling Product is famous is perfectly reflected in

Sterling Tomato Catsup

every drop of which has that zesty piquancy and deliciousness so sought after by the discriminating.

Let a trial supply show you how quickly it sells, what repeat orders it produces, what good profits it offers. Stock up to-day.

T. A. Lytle Co., Ltd.

STERLING ROAD, TORONTO

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss	.07½
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	.08
100 lbs. kegs, No. 1 White.	.07½
200 lbs., bbls., No. 1 White	.07½
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08½
48 lbs., Silver Gloss, in 6 lb. tin canisters	.10
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.10
100 lbs., kegs, Silver Gloss, large crystals	.08
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case. .	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	.15
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08½
40 lbs. Canada Pure Corn (20 lb. boxes ¼c higher)	.07½

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.07½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.08
Barrels, 200 lbs.	.07½
Kegs, 100 lbs.	.07½
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.08½
8 in case	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.10
Kegs, extra large crystals, 100 lbs.	.08
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.07½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.08½
"Crystal Malze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's)	.08½

COW BRAND BAKING SODA

In boxes only.

Packed as follows:	
5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	$3.25
2 lb. tins, 2 doz. in case..	3 45
5 lb. tins, 1 doz. in case...	3 85
10 lb. tins, ½ doz. in case.	3 75
20 lb. tins, ¼ doz. in case	3 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.....	.04¾
Half bbls., about 350 lbs..	.05
¼ bbls., about 175 lbs....	.05¼
2 gal. wooden pails, 25 lbs.	1.75
3 gal. wooden pails, 38½ lbs.	2.50
5 gal. wooden pails, 65 lbs.	3.85

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case....	$3.95
5 lb. tins, 1 doz. in case.....	4.35
10 lb. tins, ½ doz. in case..	4.25
20 lb. tins, ¼ doz. in case...	4.20

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4 80
Barrels, per 100 lbs.....	5 25
½ barrels, per 100 lbs.....	5 50

INFANTS' FOOD

MAGOR SON & CO., LTD.

Robinson's Patent Barley and Groats.

1 lb. tins, per doz.....	$3 50
½ lb. tins, per doz.	1 80

STOP-ON POLISHES	Doz
Polish, Black, Tan, Ox-blood and Nut-brown	0 85
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown....	0 85
Card Outfits, Black and Tan	3 40
Metal Outfits, Black and Tan	3 80
Creams, Black and Tan....	1 10
White Cleaner	1 10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1 20
Yeast for bakers, 12½ lb. cartons; per carton, $1.25.	

IMPERIAL TOBACCO CO. OF CANADA, LIMITED.

EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. ....$	0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 44
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c.....	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 89
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

ARRIVALS This Week

One car Fresh Jamaica Cocoanuts.

Two cars California Oranges (Sunkist)

One car each California and Messina Lemons.

Two cars Fancy Bananas.

THE HOUSE OF QUALITY

HUGH WALKER & SON

GUELPH, ONT.

Established 1861

Spanish Onions

California Lemons

Navel and Florida Oranges

Tomatoes, Pineapples, Cauliflower

The best selections from the Southern Markets at your service.

WHITE & CO., LIMITED

Wholesale Fruits and Fish

TORONTO and HAMILTON

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples, Bananas, Citrus Fruits Cranberries, etc.

25 CHURCH ST. TORNOTO

If any advertisement interests you, tear it out now and place with letters to be answered.

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

? ? ? *Ask us for*

Wrapping Papers
Twines
Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Merchants Baler

MADE IN CANADA

No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

One Inch Space
$1.00 Per Issue
on Yearly Order.

THEY LIKE IT

That is one very good and sufficient reason for

MAPLEINE

You can order it of your jobber or

Frederick E. Robson & Co.
25 Front Street E,
Toronto, Ont.

Mason & Hickey
287 Stanley Street,
Winnipeg, Man.

CRESCENT MFG. COMPANY
SEATTLE, WASH.

Kindly mention this paper when writing advertiser

If any advertisement interests you, tear it out now and place with letters to be answered.

Why You Should Feature KING GEORGE'S NAVY

You deserve the tobacco trade

Is there any earthly reason why you shouldn't be getting the tobacco trade of the men in your community? You are in a splendid position to go and get it. Having the good-will of the women is half the battle. The rest is easy if you stock the right lines.

King George's Navy is a chewing tobacco you can safely bank on for customer satisfaction and decent profits. Get it working for you right now and show the men what real chewing tobacco is like.

Our advertising will help you.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

The Reliable Salt

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

We can add little to all that has been said about

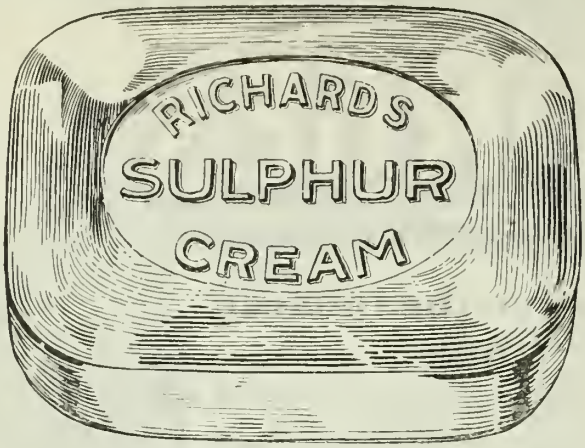
Cow Brand
Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

Cow Brand Soda is the best and as such should always be kept in stock.

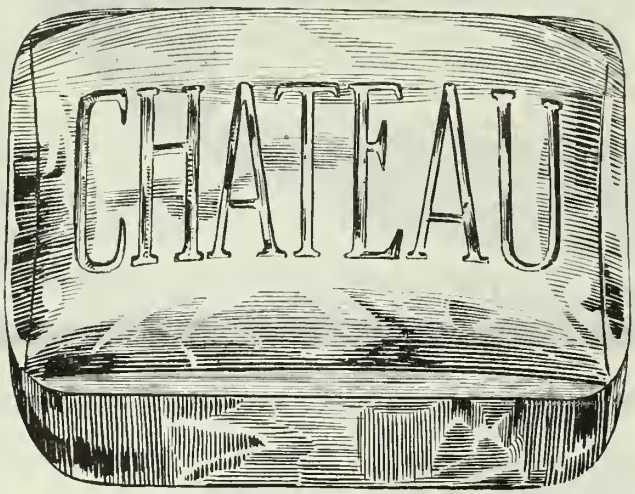
Church and Dwight
Manufacturers
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.



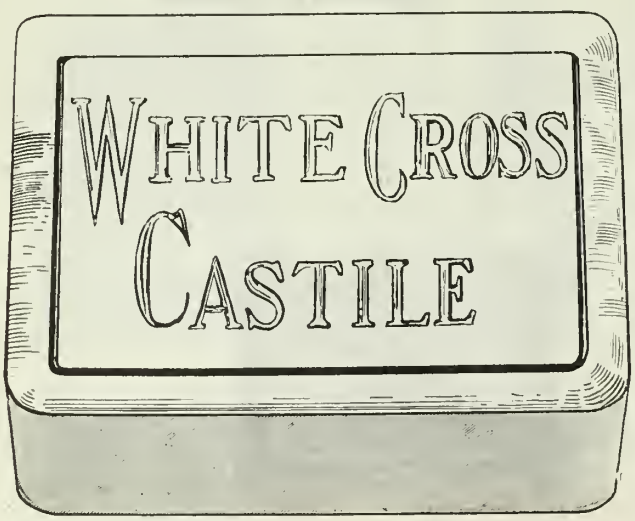
Trade Price, 45c per doz.

A popular seller worth displaying. It brings the customer back for more.



Trade Price, 80c per doz.

A snappy seller everywhere. The beautiful transparency and undoubted quality of this **RICHARDS** line make it a favorite with everybody.



Write your Wholesaler or

The Richards Pure Soap Co.
LIMITED
WOODSTOCK, ONTARIO

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MACLEAN'S MAGAZINE *for* March

Sir Gilbert Parker
Robert W. Service
Stephen Leacock
Alan Sullivan
Agnes C. Laut
H. F. Gadsby
Erman J. Ridgeway
Madge MacBeth
L. M. Montgomery
Norman Lambert
Hopkins Moorhouse
H. M. Tandy
Robson Black
Adam Barnhart Brown
Arthur William Brown
Peter McArthur

BE thankful that Canada has a magazine of BIG calibre. A magazine fit to be placed alongside the best British and American magazines—by the test of those who contribute to it regularly and of ideals.

MACLEAN'S MAGAZINE carries world-famous names in its list of contributors—writers who have an open sesame to any magazine, yet writers that some magazines cannot get, because they fail to measure up to a standard set. Not every or any magazine can have the work of Sir Gilbert Parker, Miss Laut, Stephen Leacock, Arthur Stringer, Arthur E. McFarlane, L. M. Montgomery, Nellie McClung, Robert W. Service, Alan Sullivan, and others whose names are familiar to readers of MACLEAN'S MAGAZINE.

MACLEAN'S MAGAZINE is favored by these fine and high-priced writers because they are Canadian-born or bred and because they are genuinely interested in seeing the land of their birth or adoption have a magazine worthy of the land of their love and of their work and fame. *And they have found this magazine in MACLEAN'S.* MacLean's gives them access to the readership they desire to reach—the man and women of culture and position, of real love for Canada and in earnest to see its nationality enlarge and its destiny advanced.

And so we feel that we have a right to ask you to give MACLEAN'S MAGAZINE a first place in your favor. *It is truly Canadian*, doing a needed service for Canada, and doing this worthily. Doing all that it is doing at a heavy present cost, looking to the future for its larger reward.

You can show your appreciation of what the publishers of MACLEAN'S MAGAZINE are doing by making MACLEAN'S an elect magazine among all magazines enjoying your favor, and by making it better known to others who have your spirit—your sense of Canadian nationality, your purpose to advance Canada in all right and high ways.

At All News-Agents - Fifteen Cents -

Contents of MARCH MACLEAN'S
(CONDENSED)

Jordan is a Hard Road. Serial by Sir Gilbert Parker.

The Guile of Ulysses. By Peter McArthur.

Face Up. By Hopkins Moorhouse.

The Rabbit Revolution. By Adam Barnhart Brown, with illustrations by his brother, Arthur William Brown.

The Above are Stories

Ten Million for the Asking. By Stephen Leacock—a serious contribution on a phase of national finance.

National Policies—How they are formulated and exploited by Parties and Cabinets. By H. F. Gadshy.

Prospects for Peace and Peace's Problems. By Agnes C. Laut. A stirring and thought-provoking article by this wonderful woman writer with a statesman's mind.

The Above are Special Articles

Mrs. Hayter Reed—the woman who is responsible for the decorative schemes of the big C.P.R. hotels. By Madge MacBeth.

H. C. Brewster—Premier of British Columbia. By Norman Lambert. A timely sketch of a man of interest to all Canadians.
These are brief biographies of interesting Canadians—a feature of every issue of MACLEAN'S MAGAZINE.

The Review of Reviews Department condenses for busy readers the cream of the best things appearing in the current magazines of the world. So MACLEAN'S becomes many magazines in one.

The Business Outlook and **Information for Investors** are two features of MACLEAN'S greatly liked and esteemed by many of its readers.

These are Department Features found in every issue

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

A FIRST-CLASS OPPORTUNITY TO SECURE an established busiuess of staple dry goods, crockery and groceries in town of Simcoe. Stock about $7,000. R. Edmunds, Simcoe.

FIRST-CLASS GENERAL STORE IN heart of Niagara District. Good, cleau stock, about $6,000, at a low rate. Turnover $30,000 annually. Box 217, Canadian Grocer.

WELL ESTABLISHED GENERAL STORE and dwelling, in a lively westeru town, turnover $100,000 yearly. Hardware, Groceries and Dry Goods. A good proposition for the right party. Good reasons for selling. Apply to Box 218, Canadian Grocer.

McCASKEY REGISTER (420 ACCOUNTS) and Grimsby Fruit Stand, both as good as new, will sell cheap for cash, as the owner has given up husiness. J. A. Gillett, Aylmer, Ont.

A 640-ACCOUNT, McCASKEY REGISTER, practically new will sell cheap for cash, reason for selling ,doing a cash husiness, can recommend register. R. A. Wells, Dresden, Ont.

AGENCY WANTED

MANUFACTURERS' AGENT WANTS ANother good, saleable line to sell on commission to the grocery trade in London, Ontario, or London and surrounding territory. Energetic representation assured. References given. E. L. Williams, 193 Cheapside St., London, Ont.

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers. If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

Want Ads.

Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

LARGEST CANADIAN DEALER
ADEL. 760
WASTE PAPER
E. PULLAN TORONTO

We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods

Canadian Distributors of
"WASHCLEAN"
Gold Medal Labor Saver for Washing Clothes Without Rubbing
(2,000,000 users

Direct Supply Association
509 Belmont House Victoria, B.C.

Jenkins & Hardy
Assignees, Chartered Accountants, Estate and Fire Insurance Agents
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont

Coffee, Its History, Classification and Description
By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road, LONDON, N., ENGLAND

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

IN EVERY SECOND ENGLISH-SPEAKING HOME
in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIERE FIVE ROSES is even now exerting an ever-widening sales influence.

What would it be worth to YOU?

—right in the home of every possible retail flour buyer in YOUR district,

—to have a daily reminder of compelling interest, filled with useful daily suggestions,

—a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on.

—a constant source of flour-consuming suggestions
—the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

LAKE OF THE WOODS MILLING COMPANY, LIMITED
MONTREAL *"The House of Character"* *WINNIPEG*

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie

FREE Copy of the famous FIVE ROSES Cook Book, on request, to any retail grocer reading CANADIAN GROCER.

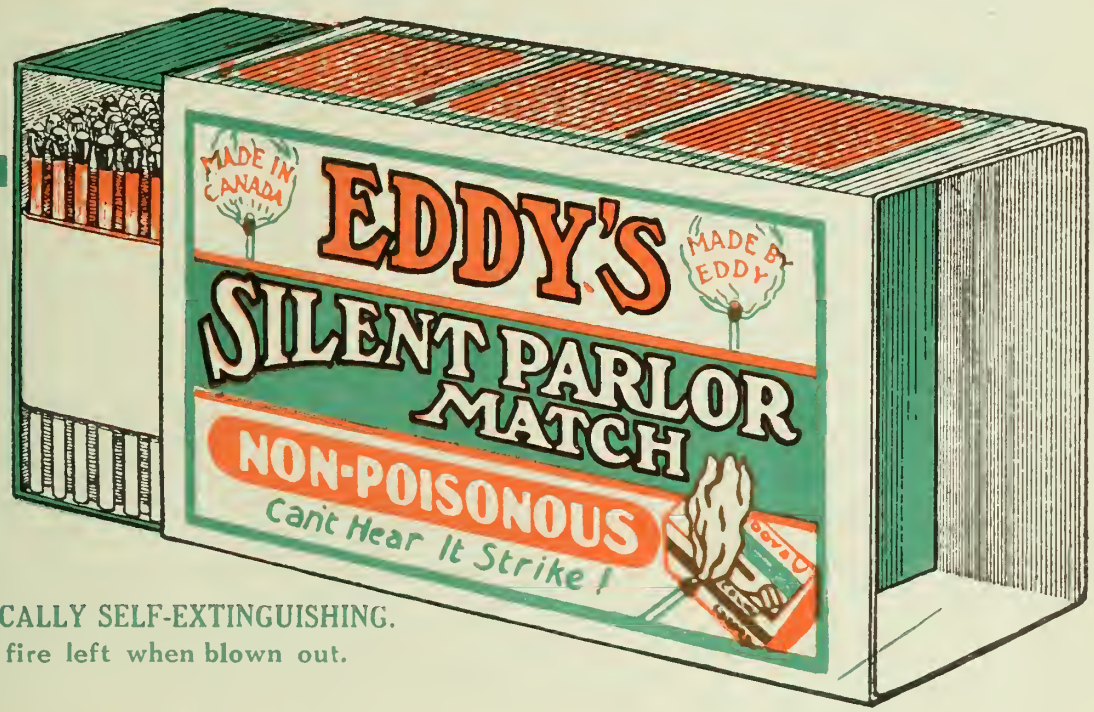
IN THIS ISSUE—NEW ONTARIO BULK ACT.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, MARCH 16th, 1917 No. 11



CHEMICALLY SELF-EXTINGUISHING.
No fire left when blown out.

NO AFTER GLOW

This Box is an Old and Familiar Friend of Yours

Perhaps you haven't noticed its new spring attire or perhaps the words "chemically self-extinguishing" do not convey any particular meaning to you.

We have had to almost revolutionize our match-making methods in order to put those two words on our boxes. It means that the splints of all our **SILENT 5'S** are so treated that there is no fire left after the match is blown out and the danger of fire from used and burning matches is reduced to a minimum.

EDDY

ESTABLISHED A.D. 1851.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

Important Announcement
Re O-Cedar Polish Mops

Two Styles—Retailing at One Price -- $1.50

Last November we announced the withdrawal of some of our lines in O-Cedar Polish Mops. We agreed and fully intended not to drop these omitted lines from our series until we had given our jobbers a chance to complete the filling of such orders as they had already taken, or might take, in the immediate future. Our recent fire has upset all these good intentions. We find that the containers for these odd sizes have been completely destroyed—and if we were to place an order now with the tin manufacturer, we could not get delivery for many months, which will make it too late for us to accomplish any good by filling these orders.

We, therefore, have to announce that sizes of

O-Cedar Polish Mop

announced for omission some months ago, are now permanently omitted. The styles we now make are No. 1 and No. 3, retailing at $1.50 each.

CHANNELL CHEMICAL COMPANY, LIMITED
369 Sorauren Avenue TORONTO

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

? ? ? *Ask us for*

Wrapping Papers
Twines
Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Borden's

LEADERS OF QUALITY

for larger, steadier year round sales

The foundation of a large demand has been laid in your locality by our extensive advertising. Your customers know Borden's, they know what the Borden quality standard signifies. They are all ready to buy, once they know you handle these quality milk products.

A little window or counter display will turn the trick in your favor, and once your people get acquainted with Borden purity, convenience and deliciousness, you'll find repeat sales easy and good profits assured.

Your nearest wholesaler can ship you a supply of Borden's. Ask him to-day. The line comprises "Eagle Brand" and "Reindeer" Condensed Milk, "Reindeer" Coffee and Cocoa, "St. Charles" and "Jersey" Brands Evaporated Milk.

Borden Milk Co., Limited

"LEADERS OF QUALITY"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

QUICK SELLERS

VERSUS

SLOW SELLERS

Let us Illustrate:

YOU buy a case of Kellogg's Toasted Corn Flakes, in the Red, White and Green Package, (the original made in London, Ontario), and you sell it all out in a week and make a fair profit.

YOU buy a case of a slow-moving (because unadvertised, unknown, unasked-for) line of Corn Flakes which will probably take you a month to sell out—with much effort on the part of your staff, involving time, energy, and perhaps risk.

See what happens:

IN the one case you turn over your stock of Kellogg's four times in a month, and in the other, you may sell one case of the unasked for line in a month, resulting in your making four times the profit on Kellogg's, a quick seller, than you do on the unasked for, slower selling lines.

Not percentage profit, but gross aggregate profit, is the big idea to-day

SLOW-SELLERS, purchased at lower prices, do not pay. Confine your efforts and purchases to the quick seller.

THIS is a big question which many shrewd and successful grocers have answered right, and which some baulk at; and which some answer wrong.

N.B.: If you hold contrary views to ours, write us and let us argue the matter in a friendly way.

KELLOGG'S TOASTED CORN FLAKES
are quick sellers, and it is betterness that keeps them selling.

Battle Creek Toasted Corn Flake Co., Limited
LONDON, CANADA

More Baked Beans

As the stock of winter vegetables becomes depleted, and the prices for what is left soar skyward, the sale of baked beans will increase, if properly encouraged.

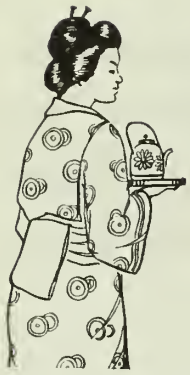
To display Simcoe Baked Beans on your showcase and counter and in your windows is good business.

It will attract many hesitant dimes and quarters into your cash register.

Simcoe Baked Beans are just as good as baked beans can be made. As they are made in Canada, they must conform to the strict regulations of the Canadian Government.

DOMINION CANNERS
LIMITED
HAMILTON, CANADA

JAPAN TEA



Every tea drinker in your community will appreciate the fine satisfying flavor of Japan Tea. Its purity is guaranteed by the fact that the Japanese Government prohibits adulteration or coloring of tea, hence the delicious flavor, the exquisite aroma, the natural, pure, full-strength goodness of this product of sunny Japan.

Your customers know of Japan Tea through our magazine and newspaper advertising. Let them know you sell it by displaying it in your windows and on your sales counter.

Your wholesaler will supply you.

What National Cash Registers Do.

No. 8—Tell you the true worth of each clerk.

The new National Cash Registers enable you to estimate the true worth of each clerk in your store.

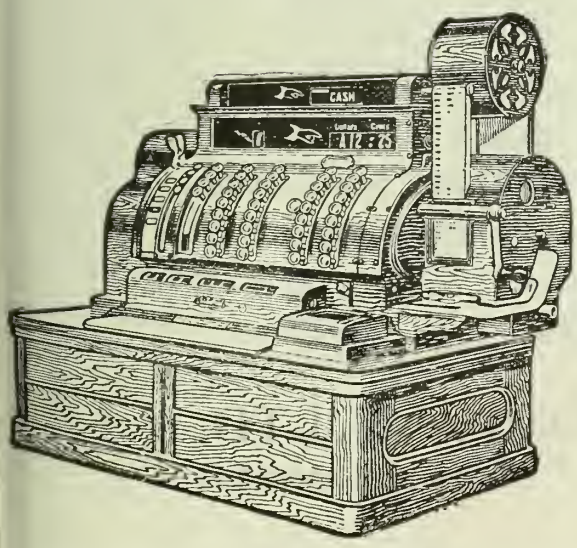
They have a separate cash drawer for each clerk which makes him directly responsible for mistakes.

They tell who makes the greatest number of sales by recording the clerk's initial against each transaction. They also tell you who sells the most in dollars and cents.

Thus they show the true worth of each clerk. At the same time they protect them against unjust suspicion and give credit for good work.

They encourage clerks to do their best—which means increased profit for you.

Now is the time to install machines which as an *incidental* part of the service they perform, tell you the true worth of each clerk in your store.



The National Cash Register Company of Canada, Limited

Christie Street, - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register —— years old. Principal lines of merchandise are ——

Firm name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

ADVERTISED GOODS

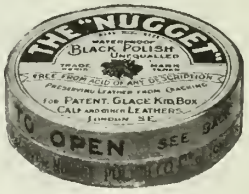
Save time from the dealer's point of view, and make decision easy from the shopper's, *if* there is *quality* standing behind the advertisement.

"NUGGET" Shoe Polish

ADVERTISING CAMPAIGN starts April 1st. in the Street Cars, on the Billboards, in Magazines, Newspapers, etc. *You* and *your customers* will see "NUGGET" advertised from coast to coast. Remember when you sell "NUGGET" you sell a quality polish.

There is a nice profit for you too.

Get in on this campaign right



at the start.

Advertising matter sent free on request.

Drop us a card to-day

THE NUGGET POLISH COMPANY, LTD.

9, 11 and 13 DAVENPORT ROAD - - TORONTO, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

"Swift's Premium"

Ham or Bacon

Mr. DEALER: This is a part of our Easter advertisement. It will appear just before Easter in all the leading newspapers and magazines throughout Canada.

This will create a big demand for Premier Hams and Bacon. All dealers should be ready to meet this demand. Stocks are limited. Early orders given preference.

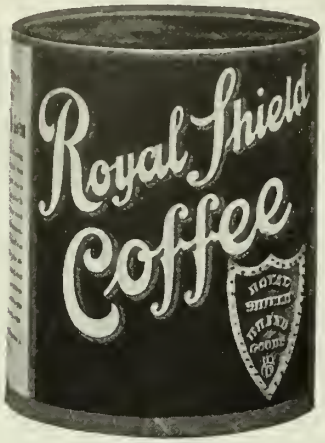
ORDER NOW.

Swift Canadian Co.

Limited

Toronto - Winnipeg - Edmonton

If any advertisement interests you, tear it out now and place with letters to be answered.



To attract new customers, sell them at a profit, and bring them back for more,

—that's good retailing

And that, in a nutshell, is what Royal Shield Products will do for you.

Dealers stocking them will tell you that there is a constant repeat demand for Royal Shield lines, and that particular housewives show a marked preference for

Royal Shield Coffee and Royal Shield Baking Powder

Win the unstinted confidence of your customers by stocking these two trade pullers. Selling results are sure to satisfy you.

Replenish your stock of Jelly Powder, Spices, Tea, Flavoring Extracts, etc., from the Royal Shield list. The Quality is there.

Campbell Bros. and Wilson

LIMITED

Wholesale Grocers and Packers of Royal Shield Brand of Goods.

WINNIPEG

BRANCHES

Campbell, Wilson & Horne, Ltd.--Calgary, Lethbridge, Edmonton, Red Deer.
Campbell, Wilson & Stratbdee, Ltd.—Regina, Swift Current.
Campbell, Wilson & Miller. Ltd.—Saskatoon.

Your Customers are tired of Eggs and Fish

They will welcome something tasty and inviting—something different—to break the monotony of their Lenten diet.

Now is the time to suggest

CATELLI'S MILK MACARONI

More than a hundred different ways of preparing it.

Suggest that your customers write us for copies of our dainty recipe book, giving more than a hundred different ways of preparing macaroni.

The C. H. Catelli Co., Limited
MONTREAL

for these "meatless" days.

Macaroni is nourishing and substantial, having a higher food value than eggs, chicken or lean meat. And a 10c package makes a dinner for six.

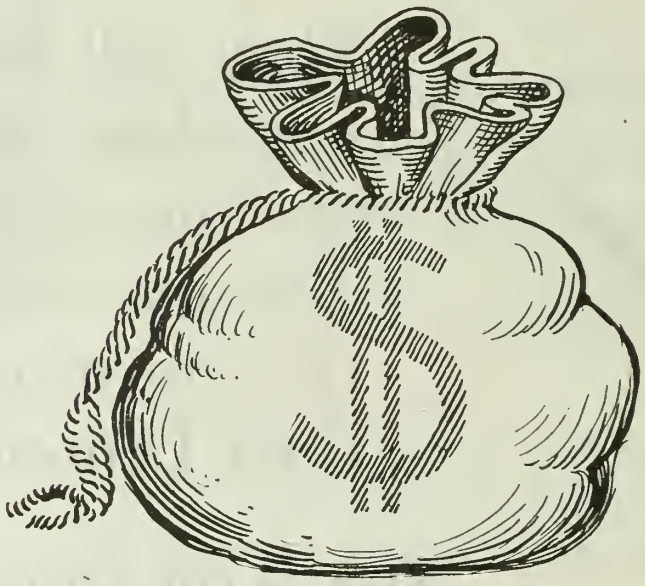
10¢

EVERYWHERE

If any advertisement interests you, tear it out now and place with letters to be answered.

MR. DEALER, HALT

LINK UP WITH US—FORWARD



PROFITS

E. D. Smith & Son
Pure Raspberry Jam

Our 100% pure raspberry jam, containing only sound, ripe raspberries and granulated sugar, is a sure means of getting repeat business.

The housewife's supply is now nearly exhausted, giving you an excellent opportunity to push this line. Before you wrap up that order, suggest E. D. S. Raspberry Jam.

Arrange a window display to-day and watch the results.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.: B. C. Merchandise Brokerage Co., Vancouver, B.C.

CLARK'S

Clark's

You realize, Mr. Business Man, that reputation is built upon quality and that your best advertising agent is the "sale" of quality goods.

PORK and BEANS

We also think you realize that Clark's Pork and Beans are THE quality Beans and the best of BUSINESS BUILDERS.

Keep your stocks to Standard.

W. CLARK, LIMITED
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

ORLANDO

(INVINCIBLE)

Think of the number of men in your town who would appreciate the big, satisfying smoke to be had in every Orlando Cigar. Selling, as it does, at the popular three-for-a-quarter price, its "devotees" are for ever increasing, a fact meaning much to every grocer handling tobacco.

Give your tobacco department a proper foundation. Feature Orlandos and learn what repeat cigar sales mean.

W. R. Webster & Co., Ltd.
SHERBROOKE, QUEBEC

Purity TABLE SALT

Ask the other fellow

Any dealer who has tried out the selling value of **"Purity" Table Salt** will tell you that it is a pretty good thing to bank on for bigger, better business.
Housewives everywhere appreciate its unquestioned purity and economy. Purity Salt is made under ideal conditions in an up-to-the-minute plant, positively guaranteeing it pure to the last degree.

"Purity" Salt is unequalled for table or dairy use. It satisfies the most critical.

Now is an opportune time for you to test the popularity of this housewife's favorite seasoner.

Send in your order to-day.

THE WESTERN SALT CO. LIMITED
COURTRIGHT ONT.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

If any advertisement interests you, tear it out now and place with letters to be answered.

SELL
PRESNAIL'S
PATHFINDER CIGARS

Made in Canada

by the only All-Canadian Milk Firm

Have you ever tried out their selling qualities?

If you haven't, we want you to send to-day for a trial five-case order, just to prove right in your own store that *Malcolm Milk Products* are as dependable a selling line as you can possibly wish to feature.

Even the most hard-to-please woman coming into your store will appreciate the unstinted satisfaction to be derived from every drop of *Malcolm Milk Products.* Sell her once and you can count on her future orders. Malcolm quality is come-back quality.

Send for that trial supply now, before you forget it, and prove its selling value. You'll then sell it right along.

The Malcolm Condensing Co., Ltd., St. George, Ontario

The Only Canadian Milk Company in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Successful Merchants

invariably buy

GIPSY
Stove Gloss

Order from your Wholesaler

HARGREAVES (CANADA), LIMITED
The Gray Building, 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C

You'll like it and so will your customers

We know that a trial supply of WONDERFUL SOAP will bring you results that will make you a firm believer in its business-building qualities. We know, too, that your customers will appreciate its all-round utility and will become regular customers for this truly "wonderful" cleaner.

It pays to push WONDERFUL SOAP. Sales are quick and profits are good.

You should investigate anyway. Our quotations will interest you.

Guelph Soap Co.
GUELPH, ONT.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

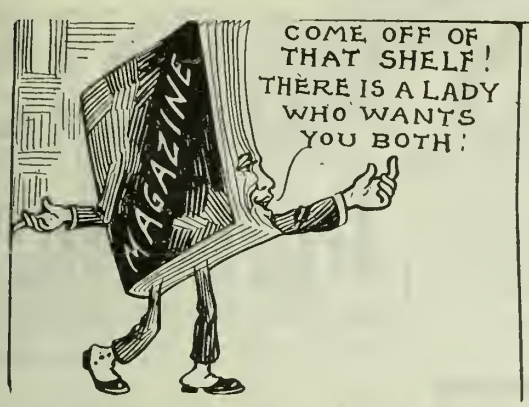
SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

SEND IN YOUR BEST FRUIT DISPLAY

CANADIAN GROCER'S Fruit Window Contest closes at the end of the month.

GET PHOTOGRAPH AT ONCE

The Editor, Canadian Grocer.
143-153 University Avenue, Toronto.



Magazine Advertising Keeps Knox Gelatine Selling Steadily

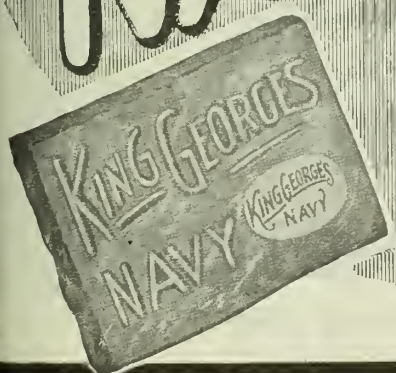
We're always advertising in the leading women's magazines to tell women the use and advantages of KNOX SPARKLING GELATINE. We feature both the No. 1 package of Sparkling Gelatine and the No. 3 package of Acidulated Gelatine containing an extra envelope of lemon flavoring. We give tempting recipes in our advertising and the consequence is that the sale of both packages is stimulated.

"Make KNOX Your Gelatine Leader"

CHARLES B. KNOX GELATINE CO., INC., - JOHNSTOWN, N.Y.

Branch Factory: Montreal, Canada

Why You Should Feature KING GEORGE'S NAVY



Ready for Spring Plowing

Your tobacco sales and the farmers' spring plowing are closely connected, Mr. Dealer. Farmers as a class are inveterate tobacco chewers, and now more than at any other period of the year he appreciates the helpfulness of a good, palatable chew. That's why you'll find it advisable to display

"KING GEORGE'S NAVY"

more prominently than ever. Keep a little supply always before your customer's notice. Remind the good wife when she makes her weekly purchases. There's good-will and good profit in every sale of King George's Navy.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

C.H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.
DISTRIBUTION & SERVICE
from
COAST to COAST.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

This space $1.00 per insertion on yearly order.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.
WINNIPEG, MAN.
Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

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WESTERN PROVINCES.

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue East, Winnipeg

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

CHRISTIE'S BISCUITS
ROBERTSON'S CONFECTIONERY
CONFECTIONERY SPECIALTIES

LARGE VARIETY FRESH GOODS
PROMPT SHIPMENT

SCOTT-BATHGATE CO., LIMITED
143 Portage Ave. E., WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

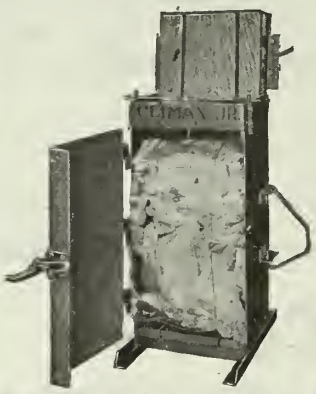
QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.
BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers.
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagne Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

A condenesd ad. in this paper will bring replies from all parts of Canada.

A Saving of only 3c a day.
pays an annual dividend of over 40% on an
ALL STEEL
CLIMAX
FIREPROOF
BAL NG PRESS
That's a fact, and it will keep on earning money for you year after year, without re-investing your capital You may be wasting many times that amount of waste paper, cardboard, etc. every day. Investigate this actnal saving. Write for particulars.
CLIMAX BALER CO.
Hamilton, Ont.



Substantial Revenue and Store Tidiness

Are two outstanding features you gain by the installation of the Jewel Paper Baler.
Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*
You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.

A card will bring all particulars re baler and your best market.

General Sales Co.
Stair Bldg. TORONTO

WESTERN PROVINCES (CONTINUED).

The REGINA STORAGE & FORWARDING CO., Ltd.
Halifax and Sixth Avenue, REGINA, SASK.
WAREHOUSING CAR DISTRIBUTING COLD STORAGE

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

Wholesale Grocery and Fruit Brokers

Car Lot Distributors

WHITE & McCART, LIMITED

309-310 Board of Trade Building
TORONTO - - ONTARIO

We solicit correspondence from progressive manufacturers who require live and responsible representatives in this market.

Write us now.

Reference—Dominion Bank of Canada, Toronto

W. G. PATRICK & CO.

Limited

Manufacturers' Agents and Importers

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

HAMBLIN-BRERETON CO.

Limited

Wholesale Grocery and Confectionery Brokers

Open for one or two good Canadian Agencies.

TORONTO WINNIPEG CALGARY

Washington's COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

Maclure & Langley, Limited

Manufacturers Agents

Grocers, Confectioners and Drug Specialists

12 FRONT STREET EAST TORONTO

Raisins

Special Price on Spot

Thompson Seedless

SAMPLES IF WANTED

W. H. Millman & Sons

Wholesale Grocers' Brokers
TORONTO

The HARRY HORNE CO.

Toronto, Can.

BROKERS AND IMPORTERS

Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.

We carry stocks in our own Warehouse (when necessary).

We employ a steady staff of salesmen. (Get in touch with us.)

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in CANADIAN GROCER and let it assist you in filling your needs.

DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties.

H. W. Ackerman

BELLEVILLE ONTARIO

Merchants Baler

MADE IN CANADA

No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

Kindly mention this paper when writing advertiser

Dutch Tea Rusks

The New Breakfast Food

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

Packed 36 15c packages to the case.

The Robert Gillespie Co.
WINNIPEG, MAN.
Agents for Canada

Sell
Marsh's
—the Ideal Grape Juice

Just introduce it to your trade and its sweet, appetizing goodness will make permanent customers for you.

Marsh's Grape Juice is worthy of any recommendation you wish to give it. The unfermented juice of pure Concord Grapes, pure and unadulterated. That's Marsh's.

Stock up to-day.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Century Salt

a quick seller, you should concentrate on

Your customers will like its quality, the pure white crystals that go to make up every package. You will like the profits it will bring you. Try a sample shipment.

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

TRADE EXCELSIOR MARK

Have you been shown samples of

EXCELSIOR BROOMS?

Did you notice how the shipment lived up to that sample?

This is one secret of the increasing demand for Excelsior Brand Brooms.

You get what you buy.

Put in a stock and sell brooms you won't be ashamed of.

J. C. SLOANE CO. OWEN SOUND

If any advertisement interests you, tear it out now and place with letters to be answered.

Every Day Is Pay Day

THAT'S right—every day you work **our plan**, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you **are** and are willing to exchange **your spare time**, representing our publications, **we will** show you how that same spare time, properly used, **will produce** for you as much **cash** as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue, Toronto, Ont.

Figure Your Profits On This Package

Then Consider the Active Demand for Raisins Our Big Advertising Creates

Here's a good profit on *each package* and on a *year's* business of *frequent turn-overs.*

Our big, full-page National Advertising Campaign in The Saturday Evening Post is swelling the number of raisin consumers every day.

Women Want SUN-MAID Raisins

To Make California Raisin Pie

Be sure these women see Sun-Maid Raisins *displayed in your windows* so they'll come in and buy *from you.* Raisins are *active.* Set *your* store into action. Order a supply from your jobber *to-day!*

California Associated Raisin Co.
Membership 8000 Growers
Fresno, California

(130)

FIREPROOF

"NEW INTERNATIONAL SAFE REGISTER"

Simplest—Surest—Safest

SELF INDEXING
Alphabetical index enables operator to turn to customer's account instantly.

PETTY ACCOUNTS
Loss by Petty Charges and C.O.D. Charges eliminated

DOOR
Door of new interlocking-flange design. Fitted with heavy draw bolts. Back door locks under frame, making safe Waterproof as well as Fireproof

HANDLE
Heavy Handle which throws the heavy draw bolts to lock the Safe

LOCK
Heavy three-tumbler interchangeable combination lock. Simple and positive in action, will not get out of order

Weight 300 lbs.

METAL LEAVES
Made of Bessemer Steel with individual account-carrying compartments

CABINET
Wooden superstructure in which account-carrying leaves are operated during business

SAFE BASE
Safe in which the account-carrying leaves are secured at night under combination lock for fire and burglar protection

HINGES
Hinges of heavy Malleable construction

STEEL WALLS
Steel-enclosed walls filled with Fireproof Compound which solidifies the entire structure of the Safe

STOP GUESSING—KNOW! Business should be EXACT. Be interested enough in yourself to safeguard your BUSINESS from constant DRAINS and LOSSES.

THE PERFECT "ONE WRITING" SYSTEM PROTECTS YOUR RECORDS FROM FIRE.

The INTERNATIONAL ACCOUNT REGISTER SYSTEM has been proved by USE. It is what you WANT. FOR SAFETY'S SAKE WRITE TO-DAY and GET THE FACTS.

THE INTERNATIONAL SAFE COMPANY, LIMITED, FORT ERIE, ONTARIO

MODERN OFFICE APPLIANCES COMPANY
251 Notre Dame West, Winnipeg, Man., Western Distributors

G. D. P EQUEGNAT
113 Bleury St., Montreal, P.Q., Distributor for Quebec

If any advertisement interests you, tear it out now and place with letters to be answered.

The name for quality in STABLE BRUSHES

Stablemen appreciate the point about Keystone Stable Brushes—the bristles stick in, and the backs won't break.

Further than that, the bristles resist hard treatment in a remarkable manner—that's quality, and a stableman appreciates it.

Are you handling the "Keystone" Line?

Write for prices, etc., to

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

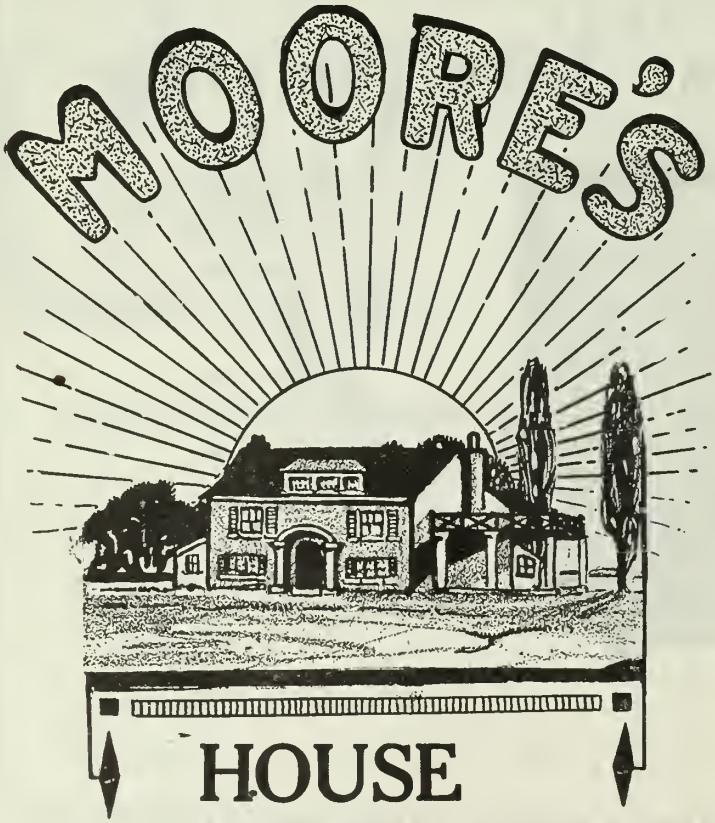
Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.



No better selling line for the General Merchant

LET us prove this to you. Let us show you how you can add to your prestige and your profits by connecting your business with the Moore Quality reputation—by selling Moore's House Colors—the brilliant and lasting paints that give unstinted satisfaction to paint users everywhere.

ASK us to send you a 10-gallon assortment in different sizes, just to try out its selling value in your community. The spring clean-up days are coming and the demand for good house paints will be worth catering to.

Our paints are sold on a strictly returnable basis—satisfaction or money refunded.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

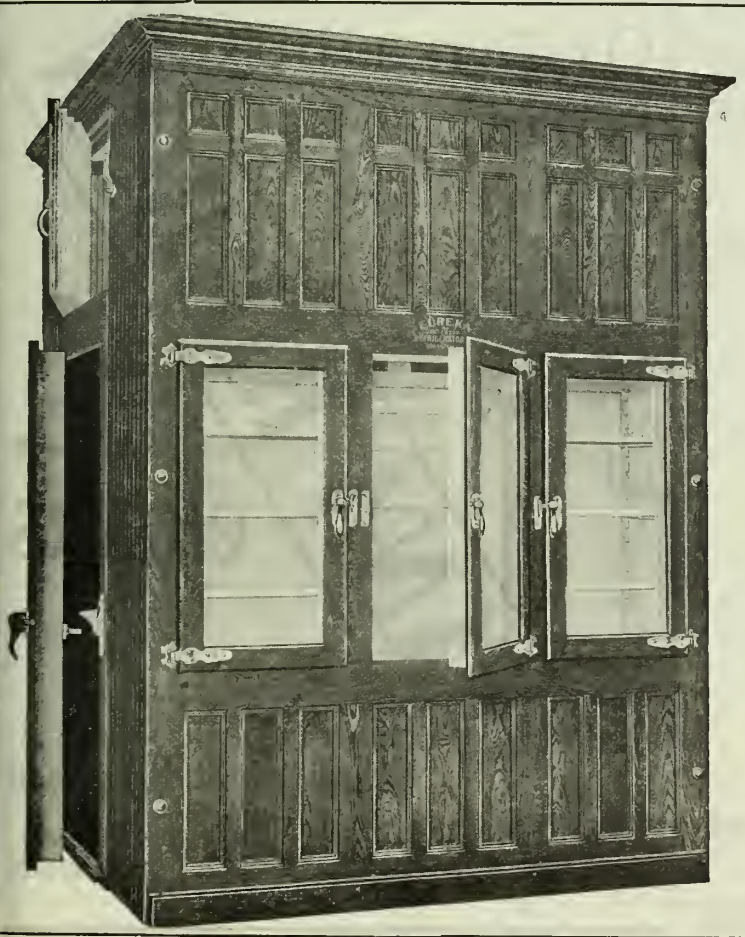
A Questionable Difference

Is it worth while for the small and often questionable difference in *net* profit to risk your future tea business and the reputation of *your* store by selling tea of a quality that you know is inferior to Red Rose, just because you can sell it cheap or can make a little more profit (often only more *gross* profit)?

Why not hold your customers' confidence by selling them good tea —every package good, and of uniform quality month by month and year by year? Test Red Rose Tea in your home with any tea you are selling—bulk or package—you will then know that

RED ROSE TEA

"is good tea"



The only patented refrigerator on the market to-day with centre warm air flues across ceiling of cooling room.

Insecure or inefficient refrigeration methods are mighty costly, Mr. Grocer. Think of the results—spoiled stock, dissatisfied customers, lost profits.

Protect yourself against all three—keep your stock of perishables fresh, clean and sweet by installing a

Eureka Refrigerator

—the perfection of scientific security. No other refrigerator on the market has the **Patented Centre Warm Air Flues Across Ceiling of Cooling Room,** and this is just one of many new and exclusive Eureka features.

There are many different models of Eurekas—Whatever your requirements are we can fix you up. Just drop a card for catalog and full particulars.

Eureka Refrigerator Co., Ltd.

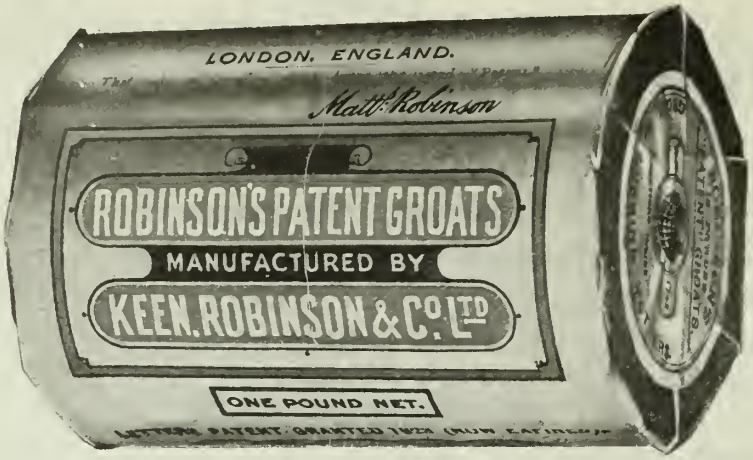
Brock Ave. Noble St. Earnbridge St.

Phone Park 513

Head Office and Showrooms:

27-31 Brock Ave. Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



It pays to feature the two Robinson Cereals

Everybody has heard of

ROBINSON'S "PATENT" GROATS

and

ROBINSON'S "PATENT" BARLEY

—their reputation is world-wide, their sterling good qualities have popularized them everywhere.

Grocers handling these two lines should keep them constantly displayed. Remind your customers daily that you are a Robinson dealer. Then you will find your sales repeat and your profits steadily growing.

CANADIAN AGENTS:

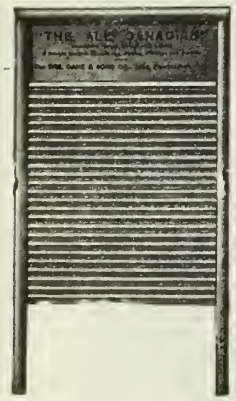
Magor, Son & Company, Limited

30 Church St., Toronto 191 St. Paul St. W., Montreal

Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the

NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD



means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited

NEWMARKET, ONTARIO

Order a box from your wholesaler or direct, prepaid to-day of

HAVANA RIBBON

5c. CIGARS

Manness & Bingham

LIMITED

MFRS. LONDON

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXI. TORONTO, MARCH 16, 1917 No. 11

The B. C. Salmon Pack Prospects

Big Run Not Expected to be a Feature This Year — The World's Reserve Supply Exhausted—This Fact, With Increased Cost of Product, Expected to Hold Prices High—British Embargo Will Not Greatly Affect the Business

SINCE the extensive trade restrictions imposed by the United Kingdom with the idea of protecting necessary tonnage, speculation has been rife regarding the effect on certain Canadian exports.

One of the items that would seem to be most definitely affected is the pack of canned salmon, one of the chief industries of British Columbia.

In such a question, all speculations are naturally dependent on certain conditions that cannot in the nature of things be definitely estimated. We have, however, been in touch with some of those most closely interested with this business, and it is on information received from these sources that this discussion is based.

This is the year of the "Big Run," as it is called, and the general opinion has been that with this prospective increase in output, coupled with the British Government embargo, that there would be an excess supply, and consequently greatly reduced prices.

This view, however, is certainly not shared by the best informed authorities in British Columbia.

Salmon Packers Expect Smaller Output

In fact, we are informed by the Asst. Fisheries Commissioner of the Province, J. P. Babcock, that the majority of the canners, instead of expecting an immense surplus, are actually making arrangements for a somewhat reduced pack.

The reason for this expected falling off is the expected failure of the "Big Run" in the Fraser River, which has been one of the curious phenomena connected with the canning industry in the province.

In this connection, it is well to note that this exceptional run that occurs every four years, applies only to the Fraser River, and then only to the sockeye salmon.

Expect Material Curtailment of Big Run

It will possibly be remembered also that at the time of the last big run on the river, the Canadian Northern Railway was blasting its roadbed along the shores of this river at Hell's Gate. The debris that was thrown into the river filled up the natural resting places used by the salmon in the ascent of this naturally swift river, to their spawning grounds. Realizing the danger that this would probably mean to the fishing industry of the Province, where the big run on the Fraser has always been a feature, the Dominion Government spent $400,000 trying to make passages so that the salmon could get through. In this they were only partially successful, and as a result hundreds of thousands of fish were unable to get through and died before reaching their spawning grounds. As a result the spawning grounds were insufficiently seeded, some authorities state that the seeding only amounted to about 15 per cent of the average. While this is the fourth year of the cycle, the year when the 1913 salmon will be returning to spawn, the canning interests are not expecting the usual profitable run. The salmon were not spawned four years ago, and consequently the run going up to the spawning beds is not expected to be half of the former years' runs.

The "Big Run" Only a Small Item in the Total Pack

There is still another aspect to the case, that is the contention of one of our correspondents that the "Big Run on the Fraser" is a matter that has rather caught the public interest, and that therefore more stress has been laid on this feature than its importance actually justifies, and too little attention paid to the run on the Naas and Skeena Rivers, River Inlet, and other locatities that contribute largely to the total pack of the Province, and where the Big Run phenomenon is entirely lacking.

Then, too, even laying full stress on the Big Run, this applies only to the Sockeye Salmon, and in no way applies to the Redsprings, Cohoes, Pinks, and Chums, an ever increasing element in the salmon canning industry. For instance, the total pack of 1916 was 995,065 cases, of which only 214,789 were sockeyes. In other words, even with the full Fraser run, the increase would apply on only a little over a fifth of the total pack. With this increase cut in half, there seems little indication that this year will show an unusually heavy pack.

As to the effect of the British restrictions and their probable effect on prices, all the best informed sources of information on this point are agreed that there is no likelihood of the British embargo having a serious effect on price.

The increased items of cost are expected to total upwards of $1 per case

EMBARGO ON SALMON AND LOBSTER RELAXED

Late despatches from London bring news of an encouraging nature for the Canadian canner. These despatches state that the President of the Board of Trade in consultation with the food controller, has appointed a committee to advise the import restriction department regarding the importation of tinned fish. The membership of this committee is as follows: Sir Lancelot Smith, chairman Geoffrey Blackwell, Percy Machin, Edward Powell and Arthur Towle. Several of these gentlemen are directly or indirectly connected with Canadian imports.

Under certain agreements with the Board of Trade it is understood that British Columbia Salmon will be admitted under special license.

Arrangements have also been made through the instrumentality of Premier Borden for the relaxation of the embargo against Lobster. Fifty per cent. of the normal import will now be permitted under this special arrangement. It is understood that in order to obtain this concession a lower selling price was agreed upon and as a result this product is likely to be somewhat cheaper this season.

more than last year, owing to the increased cost of tins, nets, fishermen's wages, etc. This precludes the possibility of any drop.

Reserve Stocks Exhausted

There is still another condition that must be considered in any attempt to forecast probable prices. This is the practical disappearance of all reserve stocks. For several years before the war broke out, there was always a very considerable carry-over of canned salmon, from one year to the other, particularly was this the case in the United States. During the past two and a half years, all this surplus has been absorbed, in addition to the yearly pack, so that in both the United States and Canada, the new pack will come on a practically bare market. The trade of the world must therefore be carried over for twelve months by the 1917 pack, and it is very doubtful if there will be a sufficient supply to meet this demand.

Britain's Imports of Salmon Four Times Canada's Total Output

Already a very considerable portion of the expected pack for the coming season has been contracted for, so there is little likelihood that there will be a surplus supply in Canada. The importations of salmon into Great Britain during 1916 was more than four times the total volume of the output of the Canadian salmon fisheries, so that the curtailment of 50 per cent., with the probable preference that will be given to the Canadian product, will not, it is confidently expected, cause any injury to the industry. The demands from British sources of late have been so extensive that it has been impossible to supply the demands of the Canadian and Australian market in full, so it is not believed that even if the embargo were to operate against the Canadian industry that it would form a serious difficulty, as it is believed that the demand for the product from other sources would more than cover this lost trade.

Bulk Sales Act for Ontario This Year

New Measure Protecting Retail Merchants on Small Accounts — Sinclair Bill Endorsed by R. M. A., Credit Men's Association, C. M. A. and Canadian Bar— Thirty "Got Away" Last Year.

BASED ON INTERVIEWS WITH V. A. SINCLAIR, M.P.P

A BULK Sales Act looks to be assured for Ontario during the present session of the Legislature, which will bring all Canada, except a portion of the Maritime Provinces, under the operation of a Bulk Sales Act of some description. The whole of the West, from Manitoba to the Coast, is under an Act similar to that proposed for Ontario; and Quebec and Nova Scotia have some legislation, though of a somewhat different nature, on their statute books.

After becoming what has been described in Queen's Park as a "hardy annual," being brought up year after year, only to meet defeat, the prospects for the bill winning out this season, CANADIAN GROCER is assured, are of the brightest.

The sponsor for the present bill—an improvement of former ones—is Mr. V. A. Sinclair, member of South Oxford, and the bill was introduced for its First Reading last Friday, and the Second Reading, the real test, will be proposed shortly. The "godfather" of the bill for several year past was Hon. W. D. Macpherson, M.P.P. for Northwest Toronto, and its defeat was only by a few votes of the whole House last session. This year its supporters point out, Mr. McPherson has the added strength of a Cabinet Minister, and, in addition, the leaders of the Opposition last year, it is understood, have declared their willingness to be no more than "passive" objectors, if indeed they do not come round to vote for it.

For several years the Retail Merchants' Association has opposed such a bill, not because they did not agree with the principle, but on account of the terms, which bore inequalities for the retail merchant.

SCHEDULE "A."

Statement showing names and addresses of all creditors of
Name of Creditors.
Post Office Add.
Nature of Indebtedness.
Amount.
When Due.

I, of
in the Province of Ontario, do solemnly declare that the above is, to the best of my knowledge and belief, a true and correct statement of the names and addresses of all creditors and shows correctly the amount of indebtedness or liability due, owing, payable or accruing due, or to become due and payable by to each of the said creditors. (If the declaration is made by an agent, add: I am the duly authorized agent of the vendor and have a personal knowledge of the matter herein declared to.)

Or if the vendor is a corporation:—

I, of
in the Province of Ontario, do solemnly declare that the above is, to the best of my knowledge and belief, a true and correct statement of the names and addresses of all the creditors of the Company, and shows correctly the amount of the indebtedness or liability due, owing, payable or accruing due, or to become due and payable by such Company to each of the said creditors, and that I am the of the said Company, and have a personal knowledge of the matter herein declared to.

And I make this solemn declaration, conscientiously believing it to be true and knowing that it is of the same force and effect as if made under oath and by virtue of The Canadian Evidence Act.

Declared before me at the of
in the Province of Ontario,
this day of
A.D. 19

A Commissioner.

Strong Support This Year

In an interview with Mr. Sinclair on Wednesday of this week, CANADIAN GROCER secured an interpretation of the Act as it has been drawn up this year. It will be noted that the retail merchants are protected in the new regulations on two points. This bill has now the approval of the R. M. A., the Canadian Credit Men's Association, the Canadian Manufacturers' Association, and the Canadian Bar Association.

Boardinghouse Keepers Included

"The first change that has been made in last year's bill," Mr. Sinclair explained, "protects the retail merchant by bringing boarding keepers under the operation of the Act. This is done by adding to the description of "stock." In the old bills it was defined as "(c 1)—a stock of goods, wares, merchandise and chattels, ordinarily the subject of trade and commerce; (c 2)—the goods, wares, merchandise or chattels in which any person trades, or which he produces or which are outputs of."

To this definition has been added the words, "or with which he carries on any business, trade or occupation." Thus a boardinghouse keeper who could have eluded the protection to creditors features of the bill, are brought under its operation.

Looking After the Small Creditors

"A second point to which objection was raised in the former bills was the ignoring of the creditor whose claim fell under $50.

"The main purpose of the Bulk Sales Act of course, is to prevent a man selling out his stock, pocketing the proceeds, and then snapping his fingers at his creditors.

Thirty Ignored Creditors Last Year

"Among the ammunition I have gathered in support of this bill is the fact that last year 30 men sold out in bulk, and kept the money from their creditors. In one case, I understand one man advised a creditor that he had $2000 in cash in his pocket from the sale of his stock and intended to keep it there!

Sworn Statement of All Creditors

"To prevent any such treatment of creditors the bill makes it compulsory on any one who is bargaining for or purchasing any stock in bulk, whether for cash or on credit, before paying the vendor any part of the purchase price (save $50 to bind the agreement) to receive from him a sworn statement containing the names and addresses of all creditors, together with the amounts owing in each case. The bill compels the vendor on his part, to furnish this complete list.

"Formerly this list of creditors was to include only those to whom $50 or more was owing; now all are included, at my suggestion. It is the only fair way; why should not the man to whom $5 is owed be protected as well as the other."

In case no such statement is made, and any money is paid over, the sale shall be deemed fraudulent and shall be void, unless all the creditors are paid in full out of the proceeds.

Unless the creditors give a written waiver, the purchase money must be delivered to a trustee to be distributed among the creditors pro rata. The trustee's fee shall not exceed 3 per cent. and this must be paid out of the proceeds.

Judge May Choose Trustee

"A new clause has been added in reference to this trustee," explained Mr. Sinclair. Before, there was no penalty for failure on the vendor's part to name a trustee; now if he does not within 30 days, a county judge is empowered to do so, on application of any creditor."

Cannot Seize Cash on Person

Mr. Sinclair pointed out a curious technicality that enabled the vendor to enjoy his ill-gotten gains in defiance of the rights of his creditors, if he keeps it about his person.

"If a man got $2,000 from a sale he could hang on to it, and no creditor could move to seize it on him, for this would constitute a 'breach of the peace'."

Majority of One Vote

The member who introduced the Bulk Sales bill is a lawyer, one of the bright, younger men, in the house, who says he occupies the position of being "the one with the smallest majority in the house." Mr. Sinclair tackled a seat, which was a traditional stronghold of the other side, and after the death of the candidate on his own side, three weeks before the election of 1914. The night of the election Col. Mayberry the sitting member of 300 majority in 1911, was declared elected by 4 votes. The official returns gave the seat to Mr. Sinclair by 4 votes. A recount increased this to 5, but an appeal reduced it to 1!

But this, really has nothing to do with the Bulk Sales bill of 1917.

BILL.

His Majesty, by and with the advice and consent of the Legislative Assembly of the Province of Ontario, enacts as follows:—

Short Title.

1. This Act may be cited as The Bulk Sales Act, 1917.

2. In this Act,

Interpretation.

(a) "Creditor" shall mean and include a person to whom the owner of any stock as defined by the Act is indebted, whether the debt is due and owing or not yet payable, and shall include any surety and the endorser of any promissory note or bill of exchange in respect of which such suretyship was entered into or such endorsement given, became a creditor of such owner.

Judge.

(b) "Judge" shall mean a judge of the county or district court of the county or district in which the owner's stock-in-trade is located at the time of the sale or intended sale thereof.

Stock.

(c1) "Stock" shall mean a stock of goods, wares, merchandise and chattels, ordinarily the subject of trade and commerce;

(c2) The goods, wares, merchandise or chattels in which any person trades, or which he produces or which are outputs of, or with which he carries on any business, trade or occupation.

Trustee.

(d) "Trustee" shall mean any person appointed by the vendor to act as trustee and who has lodged a bond marked as satisfactory by the judge, by way of security in respect to his trusteeship with the clerk of the county court of the county or district in which the stock is located at the time of the sale or intended sale thereof; or any person appointed by the vendor with the consent in writing of his creditors holding claims of not less than 50 per cent. in value of the amount of such claims as shown by the statement (Schedule "A"); or shall mean such person as shall, on the summary application of any person interested, be appointed as trustee by the senior judge of the county court of the county in which the vendor resides.

Vendor.

(e) "Vendor" shall mean and include each and every person, firm or corporation owning or claiming to own the stock of any individual share or interest therein.

Purchaser to Procure Written Statement as to Creditors of Vendor.

3. It shall be the duty of every person who shall bargain for, buy or purchase any stock in bulk, for cash or on credit, before closing the purchase of the same and before paying the vendor any part of the purchase price (save as hereinafter provided), or giving any promissory note or notes or any security for the said purchase price to demand and receive from such vendor, and it shall be the duty of each vendor of such goods to furnish a written statement verified by statutory declaration of the vendor or his duly authorized agent, or if the vendor is a corporation, by the declaration of the president, vice-president, secretary-treasurer or manager of such corporation, which statement is to contain the names and addresses of all the creditors of the said vendor, together with the amounts of the indebtedness or liability due and payable by said vendor to each of said creditors, which said statement may be in the form set forth in Schedule "A" hereto: Provided, however, that it shall be competent for a purchaser of any stock to pay to the vendor a sum not exceeding $50 on account of the purchase price for the purpose of constituting a binding agreement for the purchase of such stock, before obtaining such statement as aforesaid.

Sale Without Purchaser Procuring Statement.

4. Whenever any person shall bargain for or purchase any stock in bulk, for cash or on credit, and shall pay any part of the purchase price or execute or deliver to the vendor or to his order, or to any person for his use, any promissory note or other document for or on account of the purchase price of said goods, or any part thereof, without first having demanded and obtained from the vendor or from his agent, a statutory declaration purporting to be such as is provided for in the last preceding section, then such sale shall be deemed to be fraudulent and shall be void as against the creditors of the vendor, unless all the creditors of the vendor are paid in full out of the proceeds of such sale.

Waiver by Creditors or Application of Purchase Money to Debts of Vendor.

5. Any such purchaser, upon obtaining such statutory declaration, shall either obtain written waiver from the creditors of the vendor hereinafter referred to or shall pay the whole of his purchase money or deliver his promissory note or notes or other documents securing the same into the hands of a trustee for distribution pro rata among the creditors of the said vendor, and subject to any preferences provided for by law or by previous contract, such distribution shall be made in like manner as moneys are distributed by an assignee under The Assignments and Preferences Act, and in making such distribution all creditors' claims shall be proved in like manner, shall be subject to the like contestation and entitled to the like priorities as in the case of a distribution under the said Act, and the creditors, trustee and debtor shall in all respects have the same rights, liabilities and powers as the creditors, assignee and debtor have under the said Act.

Limitation Offers of Trustees.

(a) The fee of any such trustee shall not exceed 3 per cent. of the total proceeds of such sale which come to his hands, and shall, together with any disbursements made by him, be paid by being deducted out of the moneys to be received by the said creditors, and shall in no event be charged to the debtor.

No Preference for Creditors.

(b) From and after the furnishing of the statement and declaration provided for by this Act, no preference or priority shall be obtainable by any creditor by attachment, garnishee proceedings, contract or otherwise.

Sale Void If Waiver not Procured or Purchase Money Not Applied as Required by Act.

7. Any sale or transfer of stock, or part statutory declaration, shall fail to observe the requirements of the last preceding section without obtaining the written waiver from creditors hereinafter referred to, then such sale shall be deemed to be fraudulent, and shall be void as against the creditors of the vendor, unless all creditors of the vendor are paid in full out of the proceeds of such sale.

What to be Deemed a Sale in Bulk.

(Continued on page 32.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, Limited

JOHN BAYNE MACLEAN - - *President*
H. T. HUNTER - - - *Vice-President*
H. V. TYRRELL - - *General Manager*

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Vol. XXXI. TORONTO, MARCH 16, 1917 No 11

POTATOES are the star actors in the high price drama. A Toronto paper has figured out that they have increased 382 per cent. It takes Bethlehem Steel to equal that record.

* * *

THE British Board of Trade has relaxed its restrictions against Canned Apples. These will be admitted to the extent of 50 per cent. of last year's import. The total ban against tomatoes, however, remains in force.

* * *

THE British embargo on tea has already affected the trade of Japan. The official Japanese export returns for the past five months amounted to 32,393,593 pounds, a loss of 758,115 pounds compared with the similar period of last year.

* * *

A REPORT from Galt, Ont., states that a farmer of that vicinity recently brought to town a load of 24 bags of potatoes for which he received $102. Two years ago this same farmer sold 49 bags to the city and only received $24.50. This is certainly the day of the farmer.

* * *

A. T. McNEIL, principal of Woodstock College appeared before the Board of Woodstock, Ont., to urge that they start a municipal dairy. This is only another indication that modern academic education does not particularly fit one to deal with the problems of the day. Mr. McNeill is probably very efficient at running a College. It is questionable if he would make a similar hit in managing a dairy.

* * *

F. B. CONNOLLY, of the National Retail Grocers' Association, with headquarters at San Francisco, is rather gloating over the German submarine activity. It will help to lower the cost of food for the American. This gentleman's argument is that if Atlantic ships refuse to brave the dangers of the blockade that exporters will be compelled to place these goods on the American market. The only flaw in the argument is that it is only American shipping that has been smitten with this kind of timidity, and that is a negligible quantity. This Mr. Connolly was the originator of that "Feed America First" propaganda of some months ago. We fear that friend Connolly's table should be a trough.

* * *

ACCORDING to Government statistics, there are a million and a half bushels of potatoes over and above the requirements for home consumption and seed purposes. Unless the Government is hopelessly at sea in its investigation, and we do not believe that in this case at least they are, there is no justification for prices even now being charged. We have all manner of sympathy for the farmer, but even the farmer should not be allowed to profit unduly at the expense of the consumer, and it has unquestionably been, not the retailer, nor the wholesaler, but the farmer who has profited by the exorbitant prices of the past months.

* * *

DR. HASTINGS hit the nail on the head when he stated relative to his report on the food situation that it was absurd for the city of Toronto to be investigating the amount of food in storage, when there were some six or eight thousand acres of unused land right at the outskirts of the city. This statement shows more plain common sense than most official comments. This land would produce all the vegetables including potatoes required by the city of Toronto twice over. The same conditions prevail about practically every city and town. If half the investigating energy were devoted to making these waste lands fruitful, there would be no more cry of high prices. A plentitude of supply will do more than hundreds of investigations to reduce the price of food.

HERE'S A NEW REASON!

THE Huntington Dairyman's Association meeting at Ormstown, Que., recently passed a resolution condemning any effort to raise the ban on the Importation of Margarine.

Among the numerous "Whereas" appears this one: "There is no call for such legislation except by those who have vested interests, with a view to increase their own profits." Surely the arguments against this product are getting few and far between when this kind of argument is brought forward. Have the Huntingdon Dairyman's ears been deaf to the appeals of the poor from all sections for whom Butter is an impossibility? Are these poor a "vested interest." The term might more readily be applied to the Huntingdon Dairymen and all the other Dairymen of this country, from whom the only opposition to Margarine springs.

ANOTHER BLOW AT TRADING STAMPS

THE FISHER Company that owns and operates a chain of fifty stores in the city of Cleveland, has discontinued the use of trading stamps. The reason given is that it interferes with the policy of the company to fix the lowest possible price for commodities. This is an unexpected voice in the chorus against the Trading Stamp evil. In Canada Trading stamps are illegal. Despite that fact there are agencies at work floating schemes of a similar nature. Among these is the Railway Script with its alluring suggestion "Travel for Nothing." Even where it is not actually illegal, every such scheme is actually taking your money for nothing. The instance given above is sufficient authority for the statement that the Trading Stamp does not bring business.

THE POTATO SITUATION

TWO weeks ago CANADIAN GROCER, after a careful survey of the situation, and an inquiry into conditions in all parts of the country, came to the opinion that the prices of potatoes were higher than even the admitted crop scarcity warranted. That these conclusions were justified is evidenced by the fact that a large number of leading newspapers quoted the GROCER'S words, along with further evidence on the subject. The result was that the price of potatoes on the Toronto market, where they had reached the highest point, declined about a dollar and a half during that time. Similar declines were noted from all parts of the country.

We beg again to call the attention of the trade to this important item and to assure them that prices are bound to come down. There is a comparatively large supply in both the West and Prince Edward Island. There are still some New Brunswick potatoes available. Ontario and Quebec, which were thought to be stripped clean of this vegetable, are demonstrating that the farmer still has a considerable quantity which he is hoarding for top prices. There are reported to be still 5,000,000 bags in Aroostok County, Me., and it is known that there is still a great supply in some of the middle Western States. Moreover, it will not be so long now before the new potatoes are arriving from the Southern States and helping to mitigate conditions. It is our belief that the opening of navigation that will relieve the freight situation and permit the rapid movement of Western and Eastern potatoes will see a very decided slump. Holders of potatoes are already discounting this possibility by gradually unloading their supply. This means declining prices, unless the merchant, deceived by a temporary scarcity, begins to buy in quantities. The prices of potatoes, for the present at least, rests largely with the merchant. There are only moderate supplies available at the moment, and indiscriminate buying will certainly increase prices, whereas if the dealers buy only to supply their most immediate needs, there will certainly be a steady decline until normal prices are reached.

DEALER INFLUENCE versus NATIONAL ADVERTISING

IN a recent address in Chicago, the Assistant Advertising Manager of Armour & Co., made substantially the following statement: That their greatest difficulty was to "sell" their own sales force on their advertising, because they depend upon their salesmen to convince the dealers of the desirability of handling Armour's advertised goods. That in furtherance of this work, they spend $50,000 annually for co-operative dealer material. He stated that tests have developed the fact that only ten per cent. of orders given to dealers over the telephone are for nationally advertised goods, and that only 35% of the sales over the counter are for nationally advertised or trade-marked goods. Consequently, he said that Armour had to depend upon dealer influence for 55% of the sales of the Armour products.

This is simply another piece of evidence to prove that the dealer and dealer publications cannot be safely overlooked in even the biggest consumer campaign.

SHOULD TRAIN DEALER'S CLERKS

CANADIAN GROCER has on many occasions emphasized the importance of training the dealer's clerks, and a great many articles of an educational nature for clerks have appeared at various times in this paper. Too many manufacturers, wholesalers and even retailers are too apt to forget that the clerk is often the deciding factor in putting across a good sales or advertising campaign.

Printers' Ink, an authority on advertising and sales problems, quite properly states that the dealer's clerk daily stands as a barrier between manufacturers and thousands of sales. Literally millions of dollars are annually spent to overcome his inertia. Being the last link in the chain between the factory and the consumer, he constitutes a problem of universal interest to all lines distributed and sold through retail channels. His strategic position is well-nigh perfect when it comes to hindering or quickening sales, for it is the clerk who performs the final transaction—placing the merchandise in the hands of the ultimate buyer. He is an integral part in the machinery of selling, and his education in selling any particular line must not be left to mere chance.

Spending money to train dealers' clerks is identical with spending money training salesmen. How many manufacturers are there who would send a man on the road without any selling knowledge of the product? Yet these same manufacturers expect the dealers' salesmen—those who sell their goods to the consumer—to understand the product as well, if not better, than the salesman selling the trade without any training whatever.

How can the clerks be reached, you ask? There are several ways, but undoubtedly the most effective and the quickest way is through the medium of good trade papers.

Our Greatest Enemy, The Fly

Some Ruminations on the Fly and His Ways—Why the Grocer Should be a Leader in the Campaign Against the Pest—Making the Campaign Pay its Way —Some Arguments That the Grocer May Use.

DID you ever stop to ruminate upon the fly? Fly! say you? Why talk about the fly in March? There's a reason, friend. We would urge you to join the legion, whose insignia is a fly swatter, the self-appointed reception committee for the fly.

The fly is not an uninteresting creature. Books have been written of his little ways, interesting books, too. He has a vast circle of acquaintances but no friends. Not that he seems to care. His life is one striking example of care-free abandon, from the moment when he clambers from his malodorous birthplace in the stable, till an elderly and respected great grandfather in his own community, he falls a victim to the oft-avoided swatter in the three and a half days of his age, he flits from one thing to another, now he bathes in the gutter, desisting in this occupation long enough to ruin father's temper for the day, by dancing on the end of his nose. Back to the salubrious precincts of the cesspool, into the dining room to take a leisurely walk around the edge of coffee cups, and so on. A merry, care-free life!

Of recent days the fly has become the subject of general opprobrium and people are beginning to realize the menace that lies in this care-free pest.

Pointing the Moral for the Grocer

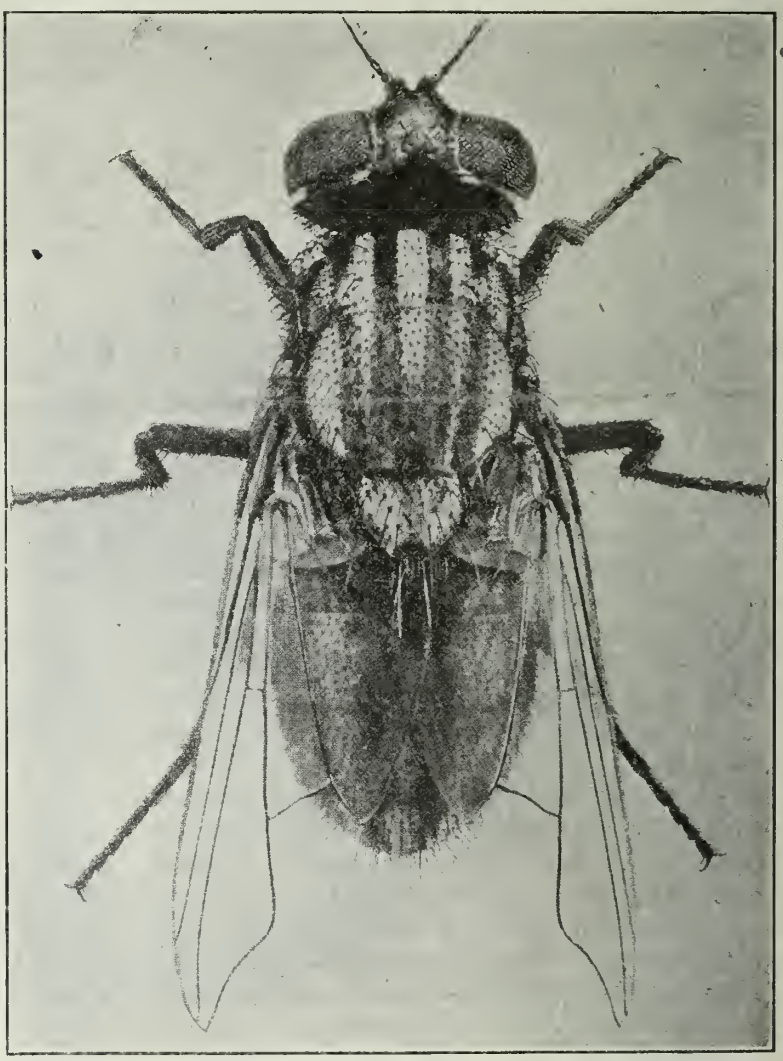
How does this little homily associate itself with the grocer? Well, it does so in this wise. The fly is omnipresent, and the grocery store is as much his field of activity as any other place. That may have been all well and good in the year 1500 A.D., when personal cleanliness and general principles of hygiene were not encouraged, when people lived peacefully without the knowledge that there was any such thing as a germ, and consequently looked on the visit of the undertaker as being all in the day's work.

But people of recent years have a painfully intimate knowledge of germs, they know that germs are responsible for all human ills, or very nearly so. They know also that the fly is a "carrier," consequently when they see a fly ambling indolently over a strip of bacon, their desire for that bacon disappears. And, mark you, the fly is the greatest little pedestrian living. It can walk over and taste a most surprising quantity of things in a day. None of these things are improved by this excursion. They may not all become germ ridden, else we would all probably be dead and this world given over as a paradise for flies.

Whether they are or not one can't help a feeling of distaste at the sight of a fly nibbling at the crust of a bit of cake or pastry.

That is where the grocer comes in. You can't build up a business when your customers are skeptical regarding the cleanliness of the things you sell. Some of these people may not be too scrupulous in their own house, but they will none the less cavil at any laxity on your part.

There is nothing that so quickly marks a grocery store as of a second grade as the cheerful hum of a fly.



Begin the Summer Well by Swatting the First Fly

It may be argued that we are getting a little ahead of the procession in campaigning against the fly thus early. May be so, but one of these warm days the first fly is going to land on your candy display, and after sizing up the situation, is going to make up his mind to locate with you. Now is the time to stealthily creep after the cobweb covered fly swatter, and careless of the display, dispose of that care-free invader.

If you don't, well, he'll take upon himself a wife, and as you can hardly be more stern with a lady you will let her sit and primp on the cheese. Next thing you know she has presented her lord and master with a thriving family of 150 small flies. Now, it is reasonably to be supposed that at least one-half of these will be lady children. In three days these children will have gone through all the tiresome processes of being born, learning to walk and talk, going to school, getting married, and each one of this bevy will contribute an-

Attractive Fruit Window of the Mackenzie Kelowna, B.C.

This unusually attractive, yet simple window was dressed by Richard Johnston as an entry in our Christmas Window Contest. Though this picture was not itself a prize-winner in that contest, we believe the display to be so good that we are illustrating it herewith as a means of suggesting the possibilities of a simple window trim.

The barrel of grapes framed in red apples, makes an unusually effective centre. The coloring which is, of course, missed in the reproduction, is an effective means of attracting attention. The neat arrangement of box displays, too, is a very effective method of window dressing, and continues the note of color brought out in the centre. As an effective selling medium, such a window, in our opinion, should rank high.

The Fruit Window Contest closes March 30th. Kindly get your entries in as promptly as possible.

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other 150 children. There you have it, 11,255 healthy children, half of them ladies ready to contribute each their little quota of 150 children, and that is so to speak, the first child. Even without counting the second generation, the fly family will total up into a very respectable number of thousands. But even proceeding along the simple system we adopted of following the increase of only the first child, so to speak, there would be at the month end some 900,000 flies, natural descendants of that first fly, who sat and preened himself on your candy display, and escaped, because it was a nice bright summery day, and you did not feel like swatting anything.

We could go on totalling up the number of flies for you, but it's dizzy work fooling around with all those figures. But just take this one tip. Put the skids under that first fly, no matter how innocent and care-free and summery he looks, for there follows him, an army of descendants, that the most diligent swatter will not be able to cope with.

How the Fly Endangers the Store Trade

The presence of flies is the greatest danger the trade of your store can face. That's one reason every grocer should be interested in the fly.

There is another side, however.

What applies to your store applies equally to the home. The fly is the great danger.

Herein lies a source of revenue that may serve to recoup you for the time spent in attending to the fly. People must use some destructive measures against the fly, and the more the better. Here is a business that falls naturally into the hands of the grocer. It is his to encourage and to increase. The increasing should be easy for the advertising is all done for you. Everywhere the campaign against the fly is being relentlessly urged. It is yours to encourage this campaign, to suggest methods of destroying the past, to use every argument in your power to sell these fly destroyers. In doing so, not only are you bringing in a fair revenue, but you are also aiding humanity in the fight against disease.

What argument can you use. First and foremost, you can use the most effective one of example. You can keep your own store free from flies. That's the most effective method. Because it not only provides you with an example of good conditions, but it also gives you an illustration of how food can be handled, in more difficult conditions than those in the home, and yet handled in a sanitary manner.

The Argument of Example

In pointing this argument, you are building up the very best framework possible for sales in any lines of goods, for it is a national inference that the grocer who is particular in this point will be particular in others.

We say that this is the best argument, for the man who can't point to a fly-free store, can only sell those goods when called for. To urge the line would only be to point the customer to the bad conditions prevailing in his store. The grocer is too wise to do that.

Then there is the method of advertising. And for this purpose the wonderful growth in numbers of the fly in only a few days is a fact that will catch the public attention.

You can work these statistics out to suit yourself. They will always be effective.

The great point is to start your campaign early. That is why we speak of the matter at this early date. Get your screen doors on in time. Clean up around your place after the long days of winter, and their accumulation of debris. Start the campaign right from the drop of the hat. Swat the flies as they arrive and preach the same doctrines to your customer. So will you be doing yourself and them the best of service.

TORONTO GROCERS' SECTION MEETS

There was a meeting of the Grocers' Section of the Retail Merchants' Association in the Association's rooms on Monday evening. There was a spirited discussion as to ways and means of obtaining an early closing by-law. It was generally felt that any such measure to be effective, must enlist the support of all the retail trades. It was also felt that the interest of the Clerks' Association should be obtained, and F. C. Nicholson, R. Dowson, and D. Nicholson were appointed a committee to wait upon them and present the case to them.

The excursion committee was also appointed, the membership of this committee consisting of D. W. Clark, W. J. Parks, D. Nicholson, R. Dowson, D. McLean, W. J. Nichols, J. Burns, N. Carmichael, and Messrs. Bond, Bilton, Squires, Grimes, Thorn and Teeter. If satisfactory transportation facilities can be arranged, it was decided that the picnic should be held at Grimsby. The idea was to have two boats, one leaving in the early morning and one early in the afternoon.

W. C. Miller reported that a deputation had waited upon the Provincial Secretary to protest against the proposed bill to give municipalities the right to sell fuel and foodstuffs in competition with the merchant.

Hugh Blain, of the Eby, Blain Company, was present and spoke of the deputation that had waited upon Sir George Foster a week or so ago to suggest the formation of an Inland Trade Commission.

Mr. Blain spoke forcibly of the menace of the mail order house, and urged the merchants to set conditions of trade that would be an example and an inspiration to the merchant in the smaller places.

He also spoke on what he considered the injustice of always taxing the wholesaler and retailer in being responsible for the high cost of living, when the high cost actually proceeded from the producer.

At the conclusion of his remarks a hearty vote of thanks was given.

A. MACDONALD CO.'S NEW BRANCH

The A. Macdonald Co., Winnipeg, have purchased the business of Leeson, Dickie and Cross Co., Ltd., Vancouver, wholesale grocers. This business is now being conducted under the new name. It was the third largest wholesale grocery business in Vancouver, and was housed in a handsome building. Some weeks ago the CANADIAN GROCER learned that the A. Macdonald Co. had secured an option on this property. W. P. Riley, president of the A. Macdonald Co., returned early this week from the Coast, after completing arrangements. Officers of the company who accompanied him were A. Badenoch and H. C. Cowdry.

THE BRITISH IMPORT EMBARGO

There has been so much discussion as to what articles actually did appear on the embargo list that CANADIAN GROCER is publishing herewith the list as announced in the *Official Gazette*:

Agricultural Machinery.
Boots and Shoes of leather.
Raw Fruits, except Lemons and Oranges.
Hides.
Leather Gloves.
Glass manufactures.
Linen and Yarns and manufactures thereof.
Canned Lobsters and Salmon.
Manufactured Silk and Skins.
Furs.
Food articles containing Sugar, except Condensed Milk.
Tomatoes.
Typewriters.
Wine of all kinds.
Wood and Timber.
Aerated, Mineral and Table Waters.
Antimonyware.
Apparel not waterproofed.
Works of Art.
Baskets and Bamboo Basketware.
Books, other printed matter, including Posters and Daily, Weekly and other Perlodicals exceeding sixteen pages in length.
Materials for the manufacture of Leather Boots and Shoes.
Brandy.
Clocks and parts thereof.
Cloisonne Wares.
Raw Cocoa and preparations thereof.
Coffee.
Cotton Hosiery, Cotton Lace and articles thereof.
Curios.
Diatomine and Infusorial Earth.
Embroidery, Needle Work and Fancy Goods known as Paris Goods.
Fire Extinguishers.
Ornamental Feathers and Down.
Flowers, artificial and fresh.
Hats and Bonnets.
Incandescent Gas Mantles.
Raw Jute Mats and Matting.
Mops.
Painters' Colors and Pigments.
Perfumery.
Photographic Apparatus.
Pictures, Prints, Engravings, Photographs and Maps.
Plated and Gilt Wares.
Live Quails.
Quebracho, Hemlock, Oak and Mangrove Extracts.
Rum.
Soya Beans.
Stereoscopes.
Straw Envelopes for Bottles and Straw plaiting.
Tea.

Both wet and dry hides and dressed and undressed leather are included. Silk yarns are exempted.

The prohibitions do not apply to goods imported under licenses given by the Board of Trade.

The power given to the Board of Trade to issue special licenses, however, may be freely exercised in behalf of the Allies of Great Britain, as ships taking munitions and other supplies to France and Italy have ample tonnage to bring return cargoes.

LOBSTER FISHERMEN FACE SERIOUS SITUATION

The British embargo on the import of canned lobster from the Maritime Provinces is expected to have a very serious effect in that section. It is pointed out that the fishermen cannot possibly make a living out of the quantities of live lobsters that can be marketed in Canada and the United States, and that the dumping on the Canadian market of the 120,000 cases that would naturally find their way to the British market were it not for the embargo, would have a disastrous effect on the Canadian price.

It was urged at a meeting of the lobstermen held recently in Halifax, that the matter of tonnage could not be the reason for this embargo, as this whole amount would be a very small item in a year's shipping. It was the general feeling that the embargo was due more to the feeling that lobsters were among the luxuries than for any other reason.

A resolution was forwarded to Premier Borden in England, calling his attention to the hardships that this action would entail on the fishermen, and urging him to do his utmost to have the embargo modified.

BULK SALES ACT FOR ONTARIO

(Continued from page 27.)

7. Any sale or transfer of stock, or part thereof, out of the usual course of business or trade of the vendor, or whenever substantially the entire stock of the vendor is sold or conveyed, or whenever an interest in the business or trade of the vendor is sold or conveyed, such sale, transfer or conveyance shall be deemed "a sale in bulk" within the meaning of this Act; provided, however, that if the vendor produces and delivers to the vendee a written waiver of the provisions of this Act from his creditors having claims of $50 and over, as shown by the said statutory declaration, then the provisions of this Act shall not apply.

Sales Under Judicial Process Not Affected.

8. Nothing in this Act contained shall apply to or affect any sale by executors, administrators, liquidators, receivers, assignees for the benefit of creditors or any public official acting under judicial process.

Limitation of Action to Set Aside Sale.

9. No action shall be brought or proceedings had or taken to set aside or have declared void any sale in bulk for failure to comply with the provisions of this Act, unless such action is brought within sixty days from the date of such sale or within sixty days from the date when the creditor attacking such sale first received notice thereof.

Appointment of Trustee by County Judge.

10. Upon the application of any person interested, if the vendor has not appointed a trustee, the senior judge of the county court of the county in which the vendor resides, shall by order appoint a trustee, and the judge shall be entitled to a fee of $1 on every such order.

THE WISDOM OF THE FLAPPER.

A couple of drummers, having a few hours' lay-over in a small town, decided to dine at the village hotel. On looking over the bill of fare they noted that young "fry" were "special" for that meal, so one of the men turned to the pretty little waitress and asked:

"How's the chicken?"

The young lady blushed, then answered: "Oh, I'm all right. How are you?"

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

The removal of the railway embargo on flour for the Maritime Provinces for a period of two weeks, commencing March 5, has considerably improved the situation.

Damage to the extent of about $1,500 was done by fire on March 5 to the building and stock of Harry Smith's grocery store, West St. John. The business is being carried on by Mrs. Smith while her husband is overseas.

One of the chief speakers at the third annual convention of the New Brunswick branch of the Retail Merchants' Association, which is being held in St. John this week, is Horace Chevrier, of Winnipeg, president of the Dominion Board of the R.M.A. Other Dominion officials are expected to be present also. A large number of deelgates is assured.

Following a meeting of the creditors of Primecrest Farms, Ltd., the largest dairying products concern in the Maritime Provinces, which recently assigned, the announcement was made that proposals have been made for the purchase of the business and its continuance. At present it is being continued by the assignee to prevent loss and depreciation.

Better weather conditions have been responsible for bringing relief to the fish situation. A few good days early in the month enabled the fishermen to make some satisfactory catches and the market is better supplied now than it has been for weeks. Owing to the heavy Lenten demand prices still hold firm in spite of increased supplies, but, if the favorable weather continues, reductions will be expected.

Richard O'Leary, of Richibucto; O. M. Melanson of Shediac, and John Neville, of Halifax, have returned from Ottawa, where they interviewed Sir George E. Foster, regarding the lobster embargo. They were greatly gratified with the announcement made by the Minister of Trade and Commerce that the restriction would be reduced to fifty per cent. The annual export from the Maritime Provinces to the Old Country has been about 60,000 cases. This will leave an additional 30,000 to be disposed of on this side of the water this year, but Mr. O'Leary is of the opinion that they will be absorbed at good prices on account of trade conditions.

Quebec

L. H. Carrier, Chicoutimi, has sold out to L. H. Carrier.

SUGGESTED PERSONNEL OF THE INLAND TRADE COMMISSION.

The wholesale and retail grocers and manufacturers waited upon Sir George Foster some two weeks ago to urge the formation of an "Inland Trade Commission" that should be composed of three members in whom the public would have thorough confidence, and whom it was known would be capable of investigating commercial subjects. It was known that at the time certain names were proposed as men whom the committee were assured would ably fill the positions on this commission. The different members of the committee were averse to announcing the names suggested, but the Canadian Grocer is able to state on reliable authority that there were four names suggested, though only three members were to compose the proposed committee. They were:

SIR GLENHOLME FALCONBRIDGE,

Chief Justice of the King's Bench. Born in Drummondville, Ont., 1846. Graduated at the University of Toronto, and was called to the Bar in 1871. Created a K.C. in 1885, appointed Judge of the Queen's Bench in 1887; Chief Justice of the same court in 1890. He was Knighted in 1908.

HON. LYMAN POORE DUFF,

Judge of the Supreme Court of Canada. Born at Meaford, Ont., 1865. Graduated from Toronto University and called to the Bar of Ontario in 1893. Aupointed K.C. 1901. Puisne Judge of the Supreme Court 1904-06; in this latter year he was appointed to his preseut position. His home is in Ottawa, Ont.

HON. JAMES THOMPSON GARROW,

Puisne Judge of the Supreme Court of Ontario. Boru at Chippewa, Ont., 1843. Called to the Ontario Bar 1869, created K.C. 1885. Minister without portfolio in the Ross Government, 1899-02. He received his present appointment in 1902. His home is in Toronto.

LIONEL H. CLARKE,

President of the Canadian Malting Co., and member of the Toronto Harbor Board.

The suggested membership of this committee has uot heen made public, but iu the few instances where it was known there is some criticism of the suggestiou on the ground that, in only oue instance have the proposed members had any actual business experience, aud that the advanciug age of some of those suggested would militate against their usefulness in the arduous duties that would, of necessity, devolve upon such a commission.

Wm. H. Dunn, of W. H. Dunn & Co., Montreal, was in Toronto this week.

H. D. Marshall, Commission Broker, Ottawa, was in Montreal this week on business.

O. A. Dame has opened a new grocery store at 171 Lafontaine Street, Maisonneuve, Montreal.

R. G. Lind, Grocer's Broker, Toronto, is expected in Montreal before long on a business trip.

Mr. Boulais, of Boulais Freres, St. Johns', Quebec, was a business visitor to Montreal last Saturday.

S. W. Ewing, of S. H. Ewing & Sons, Spice Merchants, Montreal, was in Ottawa last week on business.

A. McKergow of A. A. Ayer & Co., Montreal, is at Hot Springs, Arkansas where he has been spending a short vacation.

A. A. Ayer President of A. A. Ayer & Co., Produce Merchants, Montreal is at present taking a rest from business in the South.

C. Dubuc has purchased the business of J. Bussieres at 309 St. Antoine Street, Montreal, and will continue this grocery establishment.

R. L. Innes, President of the Dominion Canners Ltd., was in Montreal this week on a short business visit from Hamilton, Ontario.

J. Bussieres formerly of 305 St. Antoine St., Montreal, has moved to new premises at 756 Dorchester St. West, where he will continue in the grocery business.

A. Lizotte of Lizotte et Frere, grocers, Montreal, has acquired the grocery business of J. D. Austigny & Co., 152 Montana St., J. Lizotte is carrying on the former business of the Lizotte firm at 726 Logan St.

S. Y. Wilson president of the Canadian Fisheries' Association was expected in Montreal this week, passing through on his way back to his home in Halifax after a visit to Toronto.

That in greater production from the land, and more concentrated industry in agricultural pursuits the only lasting solution for high cost of living will be found in Canada is the view of Armand Chaput, active business head of L. Chaput Fils et Cie. wholesalers, Montreal.

Mr. Powers and Mr. Hazen, Shanghai representatives of the J. C. Whitney Co., Chicago, Tea Merchants and Importers have been in Montreal during the past week looking after import orders. Leaving for Quebec early last week, they return via Montreal and are proceeding West.

J. J. Harpell, President of the Industrial and Educational Press, Ltd., presided at a banquet held in the University Club last week at which many business men of Montreal were present. The plan to establish in Montreal a Commercial Museum, similar to that in

Philadelphia, and generally to foster technical education in Canada was discussed.

S. T. Nishimura of Furuya, Nishimura Co., Japan Tea Importers, Montreal, arrived from Yokohama last week, and has been spending some time in Montreal and vicinity arranging for import orders and other business of the firm. He left this week on his return journey to Japan through the Dominion. While in Montreal he was entertained by Mr. W. H. Halford, manager for the firm in Montreal and Eastern Canada.

On Monday of next week members of the Produce Merchants' Association of Canada interested in export business and the effects of the British restrictions on ship space will meet in Montreal or Toronto to discuss the matter of purchasing produce in the country in view of the certain restrictions on export which will create a surplus of certain goods in Canada. The probability of there being a surplus in this way affects the business of purchasing produce in Canada, and the merchants are to consult together on the matter.

The sad word "Missing" in reference to Col.-Sergt.-Major P. J. Hawkins, of the Canadian Expeditionary Force, is posted following the recent sharp activity at the front in France, when the enemy were driven to evacuate important positions. The news regarding the young officer is received with anxiety by many Montreal friends, and the sympathy of a wide circle of business acquaintances is quietly extended to Mr. Hawkins, of the D. Hatton Fish Co., who is the young man's father. As a member of the D. Hatton Co.'s office staff for three years P. J. Hawkins was well known in Montreal, and very popular. It is hoped that better news of him may arrive before long.

W. Tuska representing Brandenstein & Co., Tea Merchants, Shanghai and Hankow China, spent part of the past week in Montreal, looking after imoprt business in China greens. He returns to the Orient on the 26th April. In connection with the trade, he mentioned to CANADIAN GROCER that China Teas are rather short in supply this season owing to insurrections in the growing district, and the death of Yuan Shi Kai which disturbed the populace in important tea districts. Prices are accordingly ruling higher. Incidentally he expressed surprise at the attitude of the Chinese Republic towards the Central Powers now, as it represents a decided change of opinion from that held in China under Yuan Shi Kai when a pro-German tendency was prevalent.

A general meeting of the members of the Canadian Credit Men's Trust Association was held in Freeman's Hotel, Montreal, on Friday evening last week, to hear a paper by Zephirin Hebert, president of the Board of Trade, and president of Hudon, Hebert et Cie., wholesale grocers, on "Credit and Co-operation." J. Thurston Smith, president of the Association, presided at the dinner held, and J. E. Moriarty, manager of the Association, acted as secretary. The paper, which embodied much valuable experience of Mr. Hebert's in business, was greatly appreciated. A vote of thanks to Mr. Hebert was proposed by W. L. Helliwell, of the Gurney, Massey Co., and seconded by F. A. Todd, vice-president of the Canada Consolidated Rubber Co. About a hundred members of the Credit Men's Trust Association were present.

Ontario

W. A. McMaster, Tweed, grocer, has removed to Lindsay.

Miss M. Clancy, Toronto, grocer, has sold to Mrs. E. A. Bourn.

Simon Mahony, Toronto, grocer, has sold out to Mrs. B. Long.

Jas. MacFarlane, Toronto, has sold his grocery store to N. Pattullo.

Henderson & Co., Acton, has been succeeded by Conway and McLean.

H. Rayner, Windsor, grocer and meats, reported retiring from business.

Thomas F. Dove, Toronto, has sold his grocery and meats branch store to Henry Hodgins.

H. E. Maddock, Napanee, Ont., has advertised the stock of their grocery and dry goods store for sale.

Robert Wanless, one of Sarnia's pioneer business men, died at his home in Sarnia, recently, after a short illness. More than forty years ago he established his grocery business there.

W. S. Pitzer, Sarnia, has rented the store recently occupied by George Reeves, and will remove his tea, coffee and spice business there. At present the store is in the hands of workmen undergoing a complete renovation.

There was a meeting of the Ottawa Retail Merchants' Association on Friday evening last, at which the Associations with the Dominion Board of the Retail Merchants' Association came up for some warm discussion. The motion of A. Phillips, the ex-president of the Ottawa Association, that the executive be empowered to inquire into the relation of the two associations with the idea of a possible union, met with some decided opposition. R. Beck vigorously opposed the motion. Mr. Beck's objections were finally overruled, and Mr. Phillips' motion was carried.

Western Provinces

A. Geddes, Rossington, Alta., has sold out.

S. Epstein, Morris, Man., is removing from there.

S. Goldberg, Winnipeg, Man., grocer, has sold out.

Geo. E. Campbell, Richardson, Sask., has sold out.

Spivack & Cohen, Stehen, have dissolved partnership.

Sadie Epstein, Morris, Man., is moving to Nemiscan, Alta.

R. J. Stirrett, Regina, Sask., has sold his grocery business.

M. Kaplan, Winnipeg, grocer, has sold his stock to B. Schuster.

G. I. Wood, Calgary, Alta., grocer, is retiring from business.

Northern Supply Co., The Pas, Man., is going out of business.

W. J. Parker, Winnipeg, grocer, has been succeeded by W. S. Irish.

James G. Hadden, High River, Alta., is succeeding Norman Young.

The Ideal Grocery Company, Grahamdale, Man., have registered.

Pilot Mound Pharmacy, Pilot Mound, Man., are adding groceries.

Geo. Moir, Vancouver, B.C., grocer, has sold out to Chas. W. Hockin.

Laing & Co., Minitonas, Man., have been succeeded by Abraham & Co.

Bernard & Macleod, Bowden, Alta., are succeeding Ramsay & Bernard.

Charles Bros., Winnipeg, Man., have been succeeded by A. F. Higgins Co.

Munroe & Arnett, South Vancouver, have sold their stock to J. H. Webster.

Baker & Son, Kinsella, Alta., have been succeeded by Peter J. Waughsness.

Greensides & Walmsley, Lougheed, have been succeeded by G. T. Greensides.

Harry Hoffman, Calgary, Alta., grocer, has sold his business to Osis Wolovnik.

The Public Supply Company, Calgary, Alta., grocers, have dissolved partnership.

Foster & Hicks, grocers and butchers, Winnipeg, Man., have commenced business.

T. E. Collins, Winnipeg, Man., has sold his grocery business to Judson McDougall.

Thomas Compton, Winnipeg, Man., groceries and meats, has sold to H. W. Colquhoun.

A. Ward, Bladworth, Sask., grocer and confectioner, has been succeeded by Miller Bros.

Mrs. C. L. Murray, Medicine Hat, Alta., has opened a grocery and confectionery store.

Jacob Schneider, Calder, Sask., has been succeeded by Farmers' Trading Co., who have incorporated.

The Regina Storage and Forwarding Co., Regina, Sask., who have for some years been in the car distributing and warehousing business, have added a new department in the shape of cold storage. Refrigeration machinery was installed last June, and in view of increased business, an addition to the building is planned.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

FLOUR has been advanced an additional 30c per barrel during the week, which now makes the base price again reach $10 or over. The advance was occasioned through the continued firmness in the wheat market. Eggs are decidedly on a downward trend, declines of approximately eight cents per dozen having been recorded. With the coming of milder weather it is anticipated there will be a heavier production of eggs in Canada and a consequent further reduction in price. In the Chicago district new-laid eggs are already selling at 25c per dozen. Butter is in a firm market, with advances recorded in some districts. Cheese is also higher. There has been a generally higher tendency in cooked meats of all kinds. Pure lard and compound lard have been advanced and live hogs are quoted at still higher levels. Dressed hogs are quoted at new high levels.

The sugar situation continues to be one of considerable firmness. There have been no advances with Canadian refiners, but the latter are restricting sales to prompt delivery orders. They will not book orders for future delivery at present prices. There has been a fairly heavy buying movement in sugar during the present week. Tea continues an object of much interest with importers and wholesalers. Advice received from London is to the effect that the British Government intends to allow only such tea proceed to Canada as has already been entered for shipment prior to the placing of the embargo. From this time forward the primary markets at Colombo in Ceylon and Calcutta in India will be the centre of interest for tea men. Negotiations are proceeding for shipments of tea direct from those ports to Canada. Some cars of Alberta potatoes reached Eastern centres during the week. The first shipment of Porto Rican spring pineapples is expected to reach Canadian distributors within a few days. Business generally has been satisfactory during the week.

QUEBEC MARKETS

MONTREAL, March 13.—With flour prices firmer, and teas showing still the advancing tendency, and even peanuts getting the war fever and mounting high in primary markets, there is enough interest left in the market news to keep old High Cost of Living strong and healthy. Some staples have not advanced greatly this week, but rice is higher as predicted in CANADIAN GROCER recently, and there is an outlook for considerably higher priced prunes. Potatoes showed a tendency to mend their ways this week, but are still quite high in price. few new lines of vegetables are arriving on the market, but demand for oranges and bananas is good. One leading firm of wholesalers has recorded an advance in imported mustard, and the whole market for spices will be found very much affected in primary aspects by the world war and its effects on shipping etc. Coffee keeps as ever quiet and in dull market. Beans—Canadian beans—are getting out of bounds in price records. They are up again this week. Limas are advancing also.

Sugar Quiet, But Not Very Certain

Montreal

SUGAR.—No change is reported this week in the prices for sugar, but there is a firmness of market still. Raw cubas quoting at 4½ cents give the tone of firmness as far as can be judged from market doings day by day. Apparently the trouble in Cuba is not by any means completely quelled for the regular reports from different centrals on the Island are not coming in very fully yet. Parts of the Island are not yet under control. Such reports as have been coming in, however, indicate that production is mounting up well, and provided ship shortages do not interfere later on, and that nothing untoward happens meanwhile there may be a fairly large output of raw sugar for the refiners to handle. The prospect of a railway strike in the United States is looked upon apprehensively now as a dubious factor in the sugar market affecting Montreal trade as the raw sugar has to be brought in by rail for refining.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 45
Acadia Sugar Refinery, extra granulated	7 35
Wallaceburg sugar	7 35
Special icing, barrels	7 45
Yellow, No. 1	7 05
Powdered, barrels	7 55
Paris lumps, barrels	8 05
Crystal diamonds, barrels	8 05
Assorted tea cubes, boxes	8 05

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs, and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Better Demand For Canned Goods Now

Montreal

CANNED GOODS.—Indications are that canned goods will be moving more steadily during the spring. There has been a fairly brisk demand for them of late, and some special demand is again reported. Some adjustments of price are recorded this week. Tomatoes (2½'s) are priced at $1.80 and (3's) at $1.85 a dozen. Wholesalers advanced corn to $1.65. Canned peas are at $1.25 by one wholesaler doing big business, and a little firmer elsewhere. Refugee beans and golden wax beans are quoted at $1.30 per dozen. Corn is said to be scarce and held in few hands, these principally jobbers, and the market for this canned commodity is likely to hold firm.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 3s	1 85	2 15
Peas, standards	1 25	1 50
Corn, 3s, doz.	1 50	1 65
Corn (on cob gallon, cans), doz.	....	5 75
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Prune Prices Open High; Gov'ts. Buying

Montreal

DRIED FRUITS.—Prunes are interesting the dried fruit market at present, the conditions affecting this fruit on the

Pacific Coast being very firm indeed. There was a sharp advance in the opening price for prunes even though the opening price was very high as compared with last season. They opened at 5 cents bulk basis, and rose rapidly to 6 cents bulk basis for Santa Claras. Outsides were priced a quarter cent under Santa Claras. This opening price is almost double the opening price last year. There is a premium on the smaller sizes also, amounting to one cent on 30's and half a cent on 40's. At present the trees are budding, and the budding being several weeks earlier than usual leads to the opinion amongst experienced prune growers that the fruit will run smaller in size this year as a general rule. The growers are endeavoring to form an Association but so far the acreage represented by those willing to join is too small to warrant the formation of the organisation, and unless more acreage is represented by April 1st this plan will be abandoned. Large purchases of prunes are reported on behalf of British, French, and Scandinavian Government interests probably for army purposes.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	0 11½	0 12½
Apples, choice winter, 50-lb. boxes	0 11½	0 12½
Apricots (old crop)	0 18	0 19
Slabs	....	0 19
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 12	0 13
Pears, choice	....	0 16
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 21
Filiatras, packages, new	0 20	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	0 12½
Farls, choicest	....	0 12½
Hallowee (loose)	....	0 11
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanish (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Prunes—		
30 to 40	....	0 12½
40 to 50	....	0 12
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	..	0 10½
Muscatels, loose, 3-crown, lb.	....	0 11
Muscatels, 4-crown, lb.	....	0 11½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	....	0 12½
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses and Syrups In Very Firm Market

Montreal

MOLASSES AND SYRUPS.—Although the market for corn syrups is exceptionally firm, the prices quoted below are still available but subject now to change without notice. The difficulty is principally a transportation difficulty, supplies of corn coming in very slowly over rail from the South. This will improve more rapidly now that weather is better, but the market condition is likely to keep fairly firm notwithstanding. Molasses is very firm at present, and only very small quantities are coming in from Barbadoes via St. John and Halifax. Demand was never keener in the country where molasses in carload lots used to sell at 42 to 43 cents a gallon, and where if indications continue to point as they are now pointing the price in carloads may go to 50 or even 60 cents for fancy grade. It is hoped however, that conditions of supply will improve. Meanwhile prices are as quoted below for ordinary lots of molasses. There is nothing new as yet in the way of maple syrup on the market, and the cane syrups are still firmly priced and likely to remain so for a time.

	Prices for Fancy, Island	Choice, of Montreal.
Barbadoes Molasses—		
Puncheons	0 67	0 62
Barrels	0 70	0 64
Half barrels	0 72	0 67

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 45
5 lb. tins, 1 doz. in case, case	3 85
10 lb. tins, ½ doz. in case, case	3 75
20 lb. tins, ¼ doz. in case, case	3 70
Barrels, about 700 lbs.	0 04¾
Half barrels, about 350 lbs.	0 05
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 75
3 gallon wooden pails, 38½ lbs. each, per pail	2 50
5 gallon wooden pails, 65 lbs. each, per pail	3 85
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 95
5 lb. tins, 1 doz. in case, per case	4 35
10 lb. tins, ½ doz. in case, per case	4 25
20 lb. tins, ¼ doz. in case, per case	4 20

Peanuts in Demand For War Purposes

Montreal

NUTS.—Peanuts are still in the forefront of the market as regards price changes this week. Though wholesalers have not so far altered their prices to retailers, the primary market has advanced by three and a half cents per pound in a short week-end. The reason for the swift advance is said to be the operations of the Standard Oil Co., in the market to secure supplies of these oily nuts for crushing to produce a new kind of oil valuable to the Allies in their war operations. The oil is apparently a substitute for cotton seed oil which has also reached phenomenal prices. Peanuts are now costing at least 13 cents a pound to the wholesaler which is higher than quotations for some lines to the retailer. Other lines of nuts are unaltered in price this week. Demand is quiet at present but a renewal of demand is anticipated when Jewish holidays are held, nuts being then in special request for Jewish fare as an article of food which is untouched by the hand of man until the shell is broken and the kernel eaten by the actual consumer.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 41
Brazil nuts (1916 crop), per lb.	0 20	0 23
Filberts (Sicily), per lb.	0 18	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 09¼	0 10
Peanuts (Jumbo), per lb.	0 13½	0 14½
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	...	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	....	0 18
Walnuts (shelled)	0 45	0 46
Walnuts (Marbot), in bags	....	0 14
Walnuts (California No. 1.	...	0 24

Beans Advance Again To Higher Prices

Montreal

BEANS.—There is greater and greater firmness apparent in the market for beans. One firm of wholesalers has advanced prices of yellow eyes to the retailer, and quotes these at $7.88 to $7.95 per bushel. Others do not differ from the range of quotations shown below, but this is mainly due to possession of sufficient stocks meantime to supply demand. White beans, both 3 lb. pickers and 5 lb. pickers and as one wholesaler says "any old pickers" are up to from $8.10 to $8.40 a bushel. These are Canadian beans and very scarce they are at that. Limas are at 16 cents a pound, and also scarce. Not very many are available. Better production of beans is urgently needed in Canada if the High Cost of Living is to be combated by agriculture. The market will probably continue very firm for beans.

Beans—		
Canadian 3-lb. pickers, per bushel	8 10	8 40
Canadian 5-lb. pickers	7 50	8 10
Yellow Eyes	6 90	7 95
Lima, per lb.	....	0 16
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Rice Up 15 Cents; Tapioca May Rise

Montreal

RICE AND TAPIOCA.—Rice is in much firmer market generally, and prices to the retailer are advanced more pronouncedly this week. All Canadian milling rice advanced fifteen cents per hundred pounds on Saturday last week, and the advance is duly passed on to the retail trade. Rangoon rice is now priced from $4.55 to $4.60 per hundred pounds, and similar advances are noted in all the other familiar lines of rice on the market. The market tone is firm, and with demand good, and supplies steady, rice business is satisfactory and reasonably profitable at present. Tapioca is in steady demand, and there is a distinct lack of satisfactory news as to arrivals of this product from abroad. Everything points to still higher prices for tapioca though advances were registered not so very long ago.

Rangoon rice, per 100 lbs.	4 55	4 60
"Texas" Carolina per 100 lbs.	....	7 40
Real Carolina, per 100 lbs.	8 15	8 65
Patna (fancy)	....	7 65
Patna (good)	4 65	6 65
Siam, No. 2	....	4 65
Siam (fancy)	....	5 90
Tapioca, per lb.	0 11	0 11½

Cocoa Demand Good; Food Value High

Montreal

COCOA.—No change is the order of the day in the market for cocoa at present. Prices maintain quietly as they have for the past few months. The conditions of demand and supply are normal, supplies being reasonably good and steady and the great merchants being well protected against ship shortages, etc., which would ordinarily affect markets more quickly. Demand locally is reported good for all cocoa and chocolate products. Bulk cocoa (pure) is at 30-35 cents a pound; sweet, 15 to 20 cents a pound in Montreal.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 15	0 20

Coffee Keeps Ever In Dull Market Tone

Montreal—

COFFEE.—There is still a weakness of primary market tone about South American coffee owing to the freight space shortages due to British Government needs for ship space. Nothing has occurred, however, of sufficient import to affect local markets. Conditions as regards South American coffees are dull, but a prohibitive condition prevails as to export of Mochas (Arabian coffee), and all shipments from Aden are subject to prohibitively high war risk—20 per cent. as quoted early this week to one leading firm. It is unlikely, in market opinion that anything will happen suddenly to alter the conditions affecting coffee. Chicory is very much costlier this season than ever before, and is very scarce indeed. Chicory is worth fifteen cents a pound now. It used to sell to the retailer at six or seven cents.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Tea Market is Still Exceedingly Firm

Montreal

TEA.—The market for tea is still climbing to greater firmness. Demand is exceptionally brisk. Better business is being done all over Quebec Province by the travelers for the various wholesalers in tea. Retailers are securing supplies at present prices, for there has been an ominous firming tendency most persistently present in the market for some time. Japan teas have taken the same firming tendency, and buying is brisk in these also. Prices have not changed this week, but as stocks dwindle they will possibly still keep on advancing. Supplies held up by railway congestion in the States are now coming slowly forward, and will be available to meet orders placed by those anxious to replenish stocks, though not any vast amount of tea is thus expected. Import orders are now being taken for Japan teas throughout Canada, and reports are that considerable buying is being done for futures at enhanced prices due to the present strenuous conditions.

Pekoe Souohongs, per lb.	0 34	0 36
Pekoes, per lb.	0 38	0 41
Orange Pekoes	0 43	0 45

Spices Still in the Firmest of Markets

Montreal

SPICES.—Information from the primary markets regarding spices continues to give great firmness to the whole market, though the wholesalers and grinders on Montreal are certainly standing very steadily as a buffer between retailers and the advancing cost of these commodities. Prices of many lines as spices have advanced tremendously in primary markets, but it will be found that retailers are still able to get supplies at quite reasonable cost. This state of affairs cannot continue for very long, however. Advances must soon come. Peppers are likely to cost more. Black and white peppers are both firm. Red pepper is in duller market. Some lines of gingers are scarce. Pimentos and cassias are firmer. Cloves are scarce, and high prices are predicted for these. Nutmegs are steady. So is mace. There is a good demand noted for spot cinnamon from Ceylon, but Ceylon spices are all in very firm market as a "silver famine" on the Island is keeping the producers from getting the raw materials to the ports, and the ship shortage is very marked. The silver famine operates through inability of employers to meet the native workers' demand for cash wages in coin, and until supplies of silver coins can be imported there will be slow production. Some of the seeds are scarcer this week, notably carraway, poppy, coriander, anise, and celery seed. War risks are heavier on the Atlantic of late, and freights are heavier upon both Atlantic and Pacific.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 87	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—50c to 55c.			
Ginger (pure)	....—0 20	....—....	....—....
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	0 30—0 35	....—1 15	....—0 40
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 45	....—0 80
Peppers, black	....—0 30	0 87—0 95	....—0 40
Peppers, white	....—0 37	1 17—1 22	....—0 39
Pastry spice	....—0 25	0 25—1 20	....—0 29
Pickling spice	....—0 25	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.		
Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)	....	0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	....	0 25
Celery seed, bulk	0 36	0 45
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole	....	12-15

Potatoes in Rather An Easier Market

Montreal

FRUIT AND VEGETABLES. — The market breathes sighs of relief: potatoes have shaded down a little in price since last report. Green Mountain are still fairly high in price, being quoted at $3.25 a bag of eighty pounds. Quebec potatoes, however, are more moderately priced, ranging with the Montreal potatoes around $3 a bag. Spanish onions have advanced this week by a dollar a crate owing to scarcity, and are now quoted at $8. New cabbage has advanced to $8 a crate, and Canadian spinach at $2 a hamper, or $7 a barrel. Boston lettuce has advanced to $3 per box. Florida tomatoes have gone to $6 per crate for the fancy grade. The effects of the frost in Florida are responsible for the advance, it is said. Demand for oranges is now very brisk, and good fruit is on the market in various lines. Strawberries as a fancy line have been on the market for some time at 60 cents a basket, but no very notable demand exists for these. Bananas are making good business at present for dealers stocking them, as the high cost of living is found lessened by their consumption.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	3 25	3 75
Oranges (Floridas)	3 00	5 00
Oranges (Calif.)	3 50..	4 75
Grape Fruit	2 75	3 00
Lemons	4 25	4 50
Apples—	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	8 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 50
Russets	7 00	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (Florida), per crate	6 50	6 75
Onions, red, per bag (75 lbs.)	6 00	6 50
Onions, Spanish, per crate	....	8 00
Onions, Spanish, ¼ crate	....	2 50
White onions, per bag (100 lbs.)	....	6 00
Potatoes, per bag (80 lbs.)	2 50	3 25
Potatoes (new) per bbl. (150 lbs.)	....	10 00
Potatoes (red)	2 50	2 75
Potatoes (sweet) hamper	....	3 50
Carrots, per bag	....	1 50
Beets, per bag	1 50	2 00
Parsnips	....	1 50
Turnips	1 00	1 25
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	3 00
Tomatoes, hothouse, lb.	....	0 25
Tomatoes (Florida), per crate	5 00	6 00
Tomatoes (Cuban) crate	....	3 50
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	6 00
Cabbage (new), New York, crate	....	8 00
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket	....	9 00
Beans, U.S. green, basket	....	9 00
Leeks, per doz. bunches	....	3 00
Parsley, doz.	0 50	1 50
Mint, doz.	....	0 50
Watercress, doz.	....	0 50
Spinach, per hbl.	....	7 00
Spinach (Canadian), hamper	....	2 00
Do., per bbl.	....	7 00
Rhubarb, per doz.	....	1 50
Eggplant, per doz.	....	3 00
Cauliflower, crate	....	4 25
Garlic (Venetian) lb.	....	0 12

Fresh Fish Coming In More Freely

Montreal

FISH.—Trade in fish is very good still, though slacking up a little towards the end of the first heavy Lenten demand. Stocks in hand are considered ample for the moment. Now that fresh fish are coming in more plentifully, and the winter season is drawing to an end, prices as a rule have a tendency to sag down a little. Reports from both the West and the East coasts for the past few days are to the effect that fishing has been exceptionally good. Good supplies of fresh halibut, haddock, and cod fish have reached the market and are selling readily at reasonable prices. It is noted also that frozen lake fish is easier to procure and at about the same level of price still as last week's quotations. This might be explained by the fact that severe weather delayed products from far-away places, and these are now coming in. Tommy cods which have been extremely scarce at the beginning of the season, are now coming in very plentifully, and unless the cold weather lasts some will have to be sacrificed. Bulk and shell oysters are in fair demand and at steady prices. Live lobsters are still a very costly luxury on the market.

SMOKED FISH		
Haddies	0 12	0 13
Haddies, fillet	0 15	0 18
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		9 00
Salmon (Labradmor), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		15 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 50
Codfish (Boneless), Blocks "Ivory" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 65
Prawns, Imperial gal.		3 00
Sbrimps, Imperial gal.		2 50
Scallops		3 00
FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.	0 09	0 10
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 09	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 60
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00
FRESH FISH.		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	....	0 08½
Carp	0 16	0 11
Halibut	0 19	0 20
Dore	0 15	0 16
Lake trout	0 16	0 17
Pike	0 11	0 12

ONTARIO MARKETS

TORONTO, March 14.—The market in grocery lines has been quite generally in the upward direction. The one exception to the general trend of prices has been in the case of eggs. Humpty-dumpty had a great fall during the week, and seems destined to fall still further before she brings up. Production in Ontario is increasing, and with the coming of milder weather it is anticipated the hens will be encouraged to start to work in earnest. Already in the Chicago district eggs have declined to 25c per dozen, and this is the factor that is making for lower priced eggs locally. Business has been very good with wholesalers.

Refiners Restricting Sales to Prompt Delivery

SUGAR.—Sugar continues in a firm position in the primary market, and Canadian refiners in consequence are refusing to make sales for future delivery. They are restricting their sale to orders for prompt shipment. With American refiners there is a brighter aspect, as the labor troubles at the refineries are being adjusted, which may increase the European demand now that they are in a better way to make deliveries. After CANADIAN GROCER went to press last week there was some weakness in the raw sugar market in New York, when unsold sugars arriving and due to arrive sold as low as 5.14c duty paid, as the owners preferred to sell rather than warehouse them. Reports toward the end of last week of damage to the cane in Cuba by fire, together with the extent of the damage to the crop through the insurrection, coupled with the delay in the grinding season, still further confirmed authorities in their estimates that the Cuban crop would not be over 3,000,000 tons during the present campaign. Guma-Mejer, one of the leading authorities on the sugar situation, confirmed the estimate of H. A. Himely, that the new crop would not exceed three million tons. On Saturday last the primary market accordingly advanced ⅛c, and on Monday a further ¼c per pound. On Tuesday the market opened firm, but weakened with sales of nearby Cuban raws at 4 7-16c, or 5.44c duty paid, with Porto Ricas for March and April delivery at 5.39c. The estimate of the Porto Rican crop has also been reduced from 450,000 tons to 400,000 tons. There has been a fair buying movement in the face of the firm position, although prices have not changed locally.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 54
Acadia Sugar Refinery, extra granulated	7 44
Dominion Sugar Refinery, extra granulated	7 44
Yellow, No. 1	7 14
Special icing, barrel	7 74
Powdered, barrels	7 64
Paris lumps, barrels	8 14
Assorted tea cubes, boxes	8 14

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Canadian Sardines Up; Shrimp Will Be Higher

SARDINES, SHRIMPS, EXTRACTS, HERRINGS.—An advance in price has been recorded in Canadian sardines, which have been increased from 4½c per tin to 6c per tin. Stocks of these sardines are very low, and will probably be soon exhausted. It will be impossible to procure further supplies of these until the new pack comes in. The advance applies to oil, tomato sauce and mustard dressing. From advance information it is intimated that canned shrimps will be considerably higher this year; the price in all probability will be $1.80 per dozen, which will make this a ten-cent line. Extracts of all kinds are in very firm market, and manufacturers anticipate that an advance will be necessary in the near future. The spirits used in the manufacture of extracts has advanced 41c per gallon since the date of the last advance in extracts. Banillin, used extensively in the cheaper extracts, has made further advances, until it is now quoted at $9 per pound. Cotton twine has been advanced by some wholesalers in conformity with advances made by the mills. For the 4-ply, the selling price is now 45c per pound, representing an advance of 3c per pound. Canadian herrings in tomato sauce have also been advanced, and are now selling at $6 per case of four dozen 1-lb. tins. Some wholesalers have withdrawn quotations on lard and cheese, awaiting a more settled condition of the market. Norwegian sardines are very high in price this year, being quoted at $11.50 per case for one-fifth pound tins. Quick puddings, such as tapioca, chocolate, custard and arrowroot, have all been advanced 20c, and are now selling at $1.20 per dozen.

Corn Syrup Prices Still Remain Open

Toronto

MOLASSES AND SYRUPS.—The condition in corn syrup remains the same as that announced last week by the manufacturers. They will take no orders at prices other than those prevailing on the day of shipment. This is in effect a withdrawal of previous list prices. However, during the week there has been no announcement of higher prices, and wholesalers continued to sell

goods at the advanced prices recently recorded. Molasses is in a firm market, but prices have remained unchanged, with demand good.

Corn Syrups—		
Barrels, per lb.	....	0 04¾
Cases, 2-lb. tins, 2 doz. in case	....	3 45
Cases, 5-lb. tins, 1 doz. in case	....	3 85
Half barrels, ¼c over bbls.; ¾ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	....	0 04½
Cases, 2-lb. tins, 2 doz. in case	....	4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, half barrels, gal.	0 42	0 44
West India, 10-gal. kegs	....	0 50
Tins, 2-lb., table grade, case 2 doz.	....	3 75
Tins, 2-lb., baking grade, case 2 doz.	....	2 75

Arrivals of Nuts Are Very Limited

Toronto

NUTS.—Shelled nuts that were sold to arrive in January, February and March have been coming forward in very small quantities. The tonnage situation and freight congestion is responsible for this condition. There is a firmness in the primary market in New York. Peanuts continue in firm market, due to the situation in the producing centres of the South. Demand for nuts in the shell is very limited, but shelled are going into consumption fairly well. Prices have remained unchanged.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Marbots	0 16½	0 18
Walnuts, Bordeaux	0 18	0 19
Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12½	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	6 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	0 26	0 33
Brazil nuts, lb.	0 70	0 75
Pecans, lb.	....	0 85

Demand For Rice Slackening Somewhat

Toronto

RICE AND TAPIOCA.—There has not been the same feverish interest in rice during the past week that was manifest during the previous week. The trade has steadied down, with a good demand still reported. In the primary market there is a firm situation, due to light arrivals of Southern rices. In the United States there has been the same interest on the part of consumers, and considerable quantities are being taken on this account. The rice farmers in the Southern United States are holding their stocks for higher prices. Tapioca continues in firm market, with quotations from importers nearly on a par with some quotations of wholesalers.

Texas, fancy, per 100 lbs.	6 50	8 00
Siam, fancy, per 100 lbs.	6 50	7 00
Siam, second, per 100 lbs.	4 50	6 00
Japans, fancy, per 100 lbs.	6 50	7 00
Japans, second, per 100 lbs.	5 50	6 25
Chinese, per 100 lbs.	4 75	5 00
Tapioca, per lb.	0 11½	0 12½

Beans Incline to Still Higher Levels

Toronto

BEANS.—There has been an inclination toward higher levels in Ontario beans during the week, and where quotations were formerly made at $7 to $7.50 the price is now quoted at $7.50 firm. Rangoon beans show the same firming tendency, with the higher quotations of last week prevailing more generally. Limas continue in very strong position, with lower quotations moved higher in most instances. California black eyes are quoted at 8½c per pound, or $5 per bushel. Canadian yellow eyes are selling at 11c per pound, or $6.60 per bushel in bag lots.

Ontario, 1-lb. to 2-lb. pickers, bush.	7 00	7 50
Rangoon, per bushel	6 00	6 25
Japanese, per bushel	....	6 00
Black eyes, California, bushel	....	5 00
Limas, per pound	0 12	0 12½

Canned Goods Are Going Out Freely

Toronto

CANNED GOODS.—There has been a continued good demand for canned goods, and in particular canned salmon, corn and peas. Stocks of tomatoes are in somewhat low compass, and prices are accordingly holding steady. Wholesalers anticipate there will not be sufficient stocks of these around to cause any anxiety. New crop tomatoes are beginning to loom up as a possibility, but spot stocks are not heavy enough to cause holders any alarm.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
½ flats, cases 8 doz., per doz.	....	2 60
Alaska reds, 1-lb., talls	2 75	3 00
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 40	1 45
Pinks, 1-lb. talls	1 65	1 80
Cohoes, ½-lb. tins	1 45	1 50
Cohoes, 1-lb. tins	2 40	2 60
Red Springs, 1-lb. talls	2 35	2 75
Canned Vegetables—		
Tomatoes, 2½s	2 15	2 25
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	1 35	1 45
Asparagus tips, doz.	2 75	3 00
Corn, 2's, doz.	1 60	1 70
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 50	2 75

Prices on Candied Peels Expected Soon

Toronto

DRIED FRUITS.—It is expected the price on new season candied peels will be announced next week, as American prices will in all probability be announced then. A recent shipment of dates arrived at New York on the Swiss S.S. Siestan, and the first shipment for this market from the cargo will consist of three cars, and is now due. Hallowees and Fards will be quoted 1c per pound higher in this market, due to the fact that the British Government has put on an embargo and will prevent further supplies coming from that route. It is stated on good authority that there are more dates sold in the City of Toronto than in any other city on this continent. Chicago is a big distributing centre, and New York is also a big distributing centre, but for the dates consumed more go into consumption here, it is said, than in the cities named. Last year there were over one million pounds of dates sold in this city. Prunes continue in a firm market.

Apples, evaporated, per lb.	0 12½	0 13½
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 24
Orange	0 24	0 25
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	....	3 25
Dromedary dates, 3 doz. in case	3 85	4 00
Hallowee, per lb.	0 10½	0 11½
Figs—		
Taps, lb.	....	0 06½
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-50s, per lb., 25s, faced	0 12	0 12½
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lb., 2s, faced	0 09½	0 11
80-90s, per lb., 25's, unfaced	0 11½	....
5-lb. tins	....	0 65
Peaches—		
Choice, 25-lb. boxes	0 11	0 12
Stds., 25-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 09½	0 10½
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 14½	0 16

Embargo on Teas Is Made Absolute

Toronto

TEAS.—Tea importers have been advised that it is the intention of the British Government to allow out only such teas as have already been entered for shipment. In other words, only those teas that are on the way in transit toward Canada will be allowed to come forward. This will shut off all orders placed prior to the embargo, and which had not yet been started on their way. Orders so placed have in some instances been canceled by the dealers with whom they had been placed. Local tea men have accordingly turned their attention to the primary markets in Calcutta and Colombo, and have been receiving cable quotations from that source to keep them in touch with the market there. In Calcutta, the Indian teas were reported 1c per pound higher during the week, while the Colombo market was quoted 4c higher for the lower grades. The lowest grade common Pekoe Souchongs were quoted in the Colombo market at 32c per pound. Spot supplies of tea are disappearing very rapidly. Space has been secured by some tea importers for direct shipment by way of the Pacific, but when the boats will leave is another question, as it is possible they may not leave until the middle of April. Prices have held steady locally.

	Per lb.	
Pekoe Souchongs	0 35	0 37
Pekoes	0 36	0 40
Orange Pekoes	0 42	0 46
Broken Pekoes	0 44	0 48
Broken Orange Pekoes	0 45	0 50

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movements.

Coffee Market Is Now Beating Time

Toronto

COFFEE, COCOA.—The coffee market might be characterized as beating time. In the primary market it was somewhat easier during the week, but the local market was steady and prices remained unchanged. In cocoa there was also an easier market in the primary market, with a slight recession of prices. Cocoa authorities assert their belief that the bottom of the market has been reached, and that it will probably not go to lower levels. There has been a normal demand for both coffee and cocoa, and prices have remained unchanged locally.

Coffee—		
Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 21
Santos, Bourbon, lb.	0 25	0 26
Cbicory, lb.	0 14	0 17
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 15	0 20

Pickling Spices May Be Higher For Fall

Toronto

SPICES.—Owing to the greatly enhanced prices of all the various spices that enter into the pickling spice, it is anticipated by some manufacturers that the prices will very likely be higher by this coming fall. Advances have taken place, ranging all the way from 40 per cent. to 700 per cent. in some instances, and in order to absorb this additional cost, manufacturers state the only relief is through higher prices than those now prevailing. Coriander, carraway, allspice, cassia, cloves are all much higher than they were at this time last year. And there is small prospect of the shipping situation improving in time to relieve the situation by the pickling season. Carraways that used to be 7c per pound are now in the neighborhood of 75c. Cassia that was formerly 7c per pound, is now 23c to 25c. Cloves that used to sell for 10c, are now quoted at 25c in the primary market. These are but instances of the way advances have been recorded. It is anticipated that pickling spice that is now quoted from 20c to 25c per pound will be higher.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	0 20	0 25
Peppers, white	0 38	0 45
Peppers, black	0 29	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	0 25	0 28
Carraway seed, whole	0 75	0 85
Cream of Tartar—		
French, pure	0 48	0 52
American high test	0 55	0 58

Starch Prices Are Still Left Open

Toronto

PACKAGES.—There has been no disposition during the week for the starch manufacturers to announce steady quotations for starches. The recent announcement that goods will be delivered subject only to the prices at the day of shipment still maintains. As yet there has been no announcement of advances, but prices are left open. There has been a steady demand for boxed cereals. The manufacturers of the Quaker oats state they have not entirely discontinued the sale of the round package, as they are still getting quantities from their mill at Saskatoon whenever this is possible. The supply is greatly curtailed, however, and the square package will fill the shortage until such time as they are able to instal new machinery in their London mill for the manufacture of the round cartons. The company is now operating a mill at Sudbury for the milling of flour, another at Neepawa for the manufacture of rolled oats, and a third at London for cereals of various kinds. These mills have all been acquired since their recent fire.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 35	1 60
Rolled oats, square case	4 75	4 85
Shredded wheat, case	....	3 60
Cornstarch, No. 1, pound cartons	....	0 08½
No. 2, pound cartons	....	0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Labrador Herring Now Out of Market

Toronto

FISH AND OYSTERS.—Supplies of Labrador herring in kegs and barrels are about cleaned out of the local market, as the season for this fish is nearly over. Some fresh cod has been reaching the local market by express shipment in more steady supply. Heretofore only occasional shipments of the fresh cod reached the local wholesale fish men. From this time forward it is expected there will be a steady supply. It is quoted at 11c per pound. There has been a continued good demand for fish of all kinds, with supplies keeping pace. A car of fresh halibut reached the market from the West Coast last week. Oysters are holding in steady market, with demand normal for this time of the year.

SMOKED FISH.		
Ciscoes, per lb.	....	0 15
Haddies, per lb., new cured	....	0 13
Haddies, fillets, per lb.	0 17	0 18
Kippered herring, per box	1 60	2 00
Digby herring, bundle of five boxes	1 00	1 25
Smoked boneless herring, 10-lb. box	....	1 50
Strip cod, 30-lb. boxes	....	4 50
PICKLED AND DRIED FISH.		
Pickled salmon, 100-lb. kegs	....	9 00
Skinless cod, 50-lb. boxes	....	4 50
Acadia cod, 20 1-lb. blocks	....	2 60
Salt mackerel, kits	....	2 60
Salt cod, lb.	....	0 08½
Quail on toast, lb.	....	0 10
Sbredded cod, 24 cartons	....	1 80
FRESH SEA FISH.		
Crabs, per dozen	....	2 50
Halibut, frozen	0 17	0 17¼
Chicken halibut, per lb.	0 15	0 15½
Cohoe salmon (red), frozen	0 14½	0 15
Qualla salmon (pink), frozen	0 10	0 10½
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	....	0 11
Flounders, lb.	....	0 06
FRESH LAKE FISH.		
Piks, lb.	0 08	0 08½
Whitefish, lb., frozen	0 13	0 13½
Goldeyes, lb.	0 07	0 08
Herrings, frozen	....	0 06
Tullibees, lb.	0 09	0 09½
Yellow pickerel	0 12	0 13
Smelts	....	0 14
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Sbell, per barrel	....	8 50
Sbrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Potatoes Held Steady in Market

Toronto

VEGETABLES.—Potatoes held steady in price during the week for the most part, although there was a disposition in certain quarters to quote slightly lower. Some Alberta potatoes reached the market, and these are quoted at $3.50 per bag. Ontario potatoes are rather scarce, there being very few of them in evidence in the market at present. Sweet potatoes are scarce and are quoted 10c per hamper higher at $3. California head lettuce is in the market, the range of prices being from $3.50 to $5. Mushrooms are firmer, being quoted at $2.75 to $3 per basket. Vegetables for the most part are in firm demand owing to the limited supplies.

Beets, bag	2 25	2 40
Brussel sprouts, imported, quart	....	0 15
Cucumbers, bothouse, doz.	....	3 00
Cabbage, new, case	7 00	8 50
Cauliflower, Cal., 18 to 24 in box	4 00	4 50
Carrots, bag	....	2 25
New, dozen bunches	....	1 00
Celery, California, case	....	....
Florida, half case	....	....
Eggplant, each	0 25	0 50
Lettuce, per doz. bunches	0 25	0 50
Per pound	....	0 20
California bead lettuce, case	3 50	5 00
Musbrooms, 4 lbs.	2 75	3 00
Onions—		
Spanish, crate, 120 lbs.	....	10 00
B.C. onions, 100-lb. sack	....	....
Ontario onions, 75-lb. sack, yellow	8 50	9 00
Ontario onions, 75-lb. sack, red	7 50	8 00
Green, per bunch	....	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	3 75	4 00
Sweet Jerseys, bamper	....	3 00
Western, 90-lb. sack	3 50	3 75
Parsnips, bag	2 50	....
Green peppers, doz.	....	1 00
Tomatoes, Florida, 6-basket carriers	6 00	6 50
Parsley, 11-qt.	....	0 75
Watercress, doz.	....	0 30

Pineapples Due to Arrive This Week

Toronto

FRUIT.—Porto Rican spring pineapples are due to reach this market on Friday if shipment comes through from New York in good shape. This is the first shipment this season, and will probably sell around $5 case. This represents a lower price than last year by $1.50 on larger sizes and 50c on smaller sizes. Marmalade oranges that have reached the local market were delayed somewhat, and a considerable percentage had gone bad. For the good oranges that remained a much higher price than was anticipated had necessarily to be charged. These oranges were from Sicily and in ordinary times would not have taken more than 20 days to arrive. As it was, they were 62 days on the way.

and had to go around by way of Holland. Both Florida and Cuban grapefruit is higher in price by approximately 25c per case. California lemons are are reaching the market in larger quantities, and are quoted at $4 to $4.50 per case. Rhubarb in dozen bunches is now quoted 10c higher. Bananas are scarce, and prices have been increased 50c per bunch.

Apples—		
Spys, No. 1	....	8 00
Spys, No. 2	....	6 50
Spys, No. 3	....	5 50
Baldwins, No. 1 N.S., bbl.	....	6 00
Ben Davis, No. 1	....	5 00
Ben Davis, No. 1	3 50	4 00
Boxes, American	2 50	2 75
Boxes, B.C. Wagners	....	2 00
Bananas, bunch	2 00	3 00
Cranberries, bbl.	9 50	10 00
Do., 50-lb. box	....	5 00
Boxes, 28-qt.	3 25	3 50
Oranges—		
Cal. Navels	3 00	4 00
Floridas, case	3 00	3 75
Grapes—		
Spanish Almeria, small bbl., 40 lbs..	7 00	8 00
Grapefruit, Florida, case	4 00	4 75
Grapefruit, Cuban	3 25	3 90
Lemons, Cal., case	4 00	4 50
Messinas, case	3 75	4 00
Rhubarb, doz. bunches	1 10	1 25
Strawberries, 1-qt.	....	0 65

MANITOBA MARKETS

WINNIPEG, March 14.—The trade is beginning to get ready for Easter trade, and there is a brisk demand for confectionery of all kinds and particularly for candy Easter eggs. Egg dyes in 42-5c. packets are offered by one house at $1.60 per box. Premiums are being offered in some cases in the shape of toy ducks, chickens, etc.

Many Shortages.

Among the lines one house reports out of stock are, fresh herrings, asparagus tips, pork and beans (two makes), evaporated apricots and peaches, in 10-lb. and 25-lb. boxes respectively, and raisins in 16-oz. pkts. From these the retailer will gather some idea of what lines are scarce. All British cocoas are becoming scarce, and dealers who have a demand for Cadbury's or Fry's should buy it while it is available. These firms may not be able to export. In Wilson's vinegar, jobbers do not look for an advance now, but expect one about July of one to two cents per gal. There has been an advance in stove polish on account of the high cost of tin containers. Peanuts are going to be higher, as the U.S.A. Govt. is buying up all stocks available.

DRIED VEGETABLES.—A broker representing a Japanese house took a trip through the West last week and cleaned up some big business on Manchurians at a price over two cents below the market. The trade is anxious to know whether deliveries can be made at this figure. Orders were for immediate shipment from the Orient.

All Canned Goods Firm; Will Ship All Salmon

CANNED GOODS. — Jobbers report that all lines are moving fairly well, but it would be wrong to say there was a big demand for anything. A jobber who has returned from a trip in the United States says: "We do not look for a lower market. Before I went away, I was sure that we should see lower prices on canned goods, but I found them there booking for fall delivery at prices higher than last fall."

It was reported some weeks ago that the British Government would permit the exportation of only 50 per cent. of canned salmon orders to that country; it is understood now that canners will be permitted to ship everything—at least, that is the understanding of a local firm.

Still Expect Advance in Corn Syrup and Starch

SYRUPS.—A jobber says: "We expect another advance in corn syrups and starch. The refiners have withdrawn their prices, and are away behind in the filling of their orders. It is said that they have experienced difficulty getting coal; it is also a fact that the corn market is very high, and two Eastern factories have been closed down recently through difficulty in securing raw material."

Sugar Market is Very Uncertain

SUGAR.—The retail trade have been buying fairly well, but most of them, and the jobbers, too, are afraid of the market. Raws have been rather firmer this week, and everything is uncertain. All seem to be agreed that the tendency is up rather than down.

Western Retailers Buy Tea Freely

TEA. — It is stated by local brokers that there has been another advance in freight rates. The tea market remains very strong. There being a feeling among the retail trade that teas are liable to advance again, buying has been rather brisk of late.

Difficulty Experienced Getting British Cocoas

COCOA.—The local representative of Cadbury's received a cable last week to the effect that no more shipments could be expected, as the British Government was prohibiting exportation. With Fry's the case is somewhat different; they have a branch office here, as well as a sub-agent. While it is thought that they might be able to secure supplies, it is a fact that local jobbers who have been out of certain sizes have been unable to obtain them. They fear that the same thing might happen when they run out of other sizes. As a result of these conditions, there has been considerable demand this week from the retail trade for British cocoas.

Whitefish Will Be Scarce; Fresh Halibut 16-18c

FISH AND POULTRY. — There is every indication that whitefish and pickerel will be very scarce in a week's time, due to the demand being greater than the supply. The price has jumped from 10c. to 12-13c., and will go higher. The whitefish fishing season is over, and there is only a little more to come in. Fresh halibut is bringing 16-18c., andthe supply is fairly good. It has been suggested that black cod will replace halibut to a great extent this year on account of the educational campaign being run in the States with that end in view. It is cheaper than halibut, and a very nice fish, but it is not believed here that there will be much change in Canada. Ling cod is bringing 10c., and black cod 12½c. Bloaters are down to $1.75 per box.

Oysters, Imperial gallon	....	3 60
Whitefish	0 12	0 13
Salmon, frozen	....	0 15
Halibut, fresh	0 16	0 18
Cod, Ling	....	0 10
Cod, black	....	0 12½
Kippers, boxes	....	2 00
Bloaters, boxes	....	1 75
Mackerel, 20-lb. kits	....	3 50
Finnan haddie, lb.	....	0 13½
Salt herrings, bbl.	....	5 50
Salt herrings, 20-lb. pails	....	1 50
Smelts	0 14	0 16
Haddock	....	0 09
Flounders	....	0 08
Brook trout	....	0 30
Smoked fillets	....	0 17
Sea herring	0 07½	0 08

Big Drop in Potatoes; Selling Around $1.00

Winnipeg

FRUITS AND VEGETABLES.—The potato market has weakened very much, and it was difficult to name a price early this week, shippers taking almost what they could get, prices varying from 90c. to $1.25 per cwt. This is quite a drop from the high figures around $2 of two weeks ago. It is very unlikely, however, that the market will go below $1.25 and stay there. This condition has been brought about by a large influx of potatoes from the country to take advantage of high prices. There was very little demand across the line. New lines of vegetables on the market this week are cucumbers, at $5.50 per box, and leaf lettuce at 65c. per box. Rhubarb droped to 14c. per lb. Strawberries became scarcer, and advanced to 80c. per box. The effect of the Florida frost has not disappeared, and will not for another week, when prices will be easier. Old cabbage has jumped to $8 per cwt. There are some new potatoes at $3.50 per hamper.

Manitoba potatoes, 10-bushel lots	....	1 50
Do., do., car lots, bush., f.o.b. Winnipeg	....	1 25
Celery, Cal., doz.	....	1 75
Cucumbers, box	....	5 50
Carrots, bushel	....	1 00
Turnips, bushel	....	0 80
Cabbage, per cwt., old	....	8 00

(Continued on page 44.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 13.—Rolled oats have advanced 15c per sack, which now makes the price of 80's $3.35. Evaporated apples have again moved upward, and are now quoted in 50-lb. boxes at 14c per pound. Hog products have been steadily working to higher levels. Bacon backs and sides are now quoted at 28c per pound. Both pure lard and compound lard have advanced ½c per pound, cases of 3-lb. tins are now quoted at $14.70. Ontario large cheese shows a slightly easier tendency, being quoted at 26c to 26½c per pound. Sharp advances on rice in this market are anticipated in the near future. Lobsters in half-pound tins have advanced to $3.25 per case. Seedless raisins, baking powders and beans are in firm market, with advances looked for. Locally sugar held firm during the week, and is quoted at $8.60 per 100 pounds.

CALGARY:		
Beans, small white Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, per bbl.	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 8 s	....	3 35
Rice, Siam, cwt.	....	**4 75**
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1 Ontario, large	0 26	0 26½
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	14 70
Bacon, smoked backs, lb.	....	0 28
Bacon, smoked sides, lb.	....	0 28
Eggs, new-laid, case	....	12 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 00
Salmon, pink, tall a.cse	5 00	5 50

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., March 13.—Ontario beans are very scarce and supplies of Japan beans are very low owing to the scarcity of tonnage from the Orient. All shipments of tapioca from the Far East have been canceled owing to the inability to secure tonnage. Cheese stocks are about cleaned up, with new stocks expected about June. Cocoanuts have advanced ½c per pound. The flour market is still strong, with advances recorded during the week, the basis now being $9.90 per barrel. Local flour is quoted on a basis of $9 per barrel. Shelled walnuts have advanced, and are now quoted at 49c per pound. Catsup in gallon containers is now quoted at $5.20, and in 2-lb. tins at $3.15. H.P. sauce has advanced 25c per case, and is now quoted on a case basis of $2.50 per dozen. Lard is now selling at $14.40 per case for 3-lb. tins, an increase of ½c per pound. The sugar market remains firm.

EDMONTON:		
Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel.	....	9 90
Molasses, extra fancy, gal.	....	0 77½
Rolled oats, 80s, basis	....	3 40
Rice, Siam, lb.	....	**0 04½**
Sago and Tapioca, lb.	0 09	**0 10**
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1, Ontario, large	....	0 26
Butter, dairy	....	0 32
Butter, No. 2 dairy, lb.	....	0 30
Lard, pure, 3s, per case	....	14 40
Bacon, smoked backs, lb.	....	0 26½
Bacon, smoked sides, lb.	....	**0 26½**
Eggs, storage, case	....	12 00
Eggs, new laids, doz.	....	0 55
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard case	....	3 20
Peas, 2s, standard case	....	2 90
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	**5 50**
Raspberries, 2s, Ontario, case	....	**5 50**
Peaches, 2s, Ontario, case	....	4 15
Salmon, finest sockeye, tall, case.	....	13 50
Salmon, pink, talls, case	....	5 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 13.—The most noticeable change on this market during the week has been an advance of 65c per case on lard, which now makes the selling price $14.40. Beans of all kinds are higher in price, the range running from $5.75 to $7. Flour has made a big move upward, and is now quoted at $10 per barrel for 98's. Butters and eggs are the only commodities that show a decline during the week, butter now being quoted at 40c per pound, and fresh eggs at 40c per dozen. Chicory has advanced 1c per pound. Many lines of canned goods have been marked higher. Tomatoes 3's are now quoted at $4.50 per case; peas 2's at $2.80 per case; corn 2's at $2.25; strawberries 2's at $5.15; and raspberries 2's at $5.45.

REGINA—		
Beans, small white Japans, bush.	5 75	7 00
Flour, No. 1 patents, 98s, per lb.	....	10 00
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 50
Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 09¾
Sugar, pure cane, granulated, cwt.	....	8 29
Cheese, No. 1 Ontario, large	....	0 28¼
Butter, creamery, lb.	....	0 40
Lard, pure, 3s, per case	....	14 40
Bacon, smoked sides, lb.	....	0 30
Bacon, smoked backs, lb.	....	0 28
Eggs, new-laid	....	0 40
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 80
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 15
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	3 75
Salmon, finest sockeye, tall, case	....	12 25
Salmon, pink, tall, case	6 85	7 60
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 22	0 24

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 13.—Conditions generally in the grocery trade are quite satisfactory. A steady demand is continuing and railways are getting goods through more rapidly and relieving shortage of stocks in some lines. The situation with respect to potatoes is somewhat steadier although prices have advanced to $6 per barrel during the week, an increase of 50c. This is the high level. Flour advances which have been anticipated within the past two weeks have taken place and Manitoba first patents are now selling at $11 per barrel with Ontario flour at $10.05 per barrel. Beans have again registered an advance, the white variety now selling at $7.60 per bushel as compared with $7.25 to $7.30 formerly. Yellow eyed beans are quoted at $7.25 to $7.35 per bushel, an advance of 35c to 40c per bushel. Storage eggs are about cleaned out with new-laid eggs on the downgrade and selling at 45c per dozen, a decline of 5c to 10c. Case eggs are quoted at 43c per dozen. The market for bacon is firmer with roll now being quoted at 28c per pound and breakfast at 28c to 31c. Salmon is becoming scarcer. Prices have held steady for the most part with the exception of pink talls, which are now selling at $6.25 to $6.50 per case, an advance of 25c. Malaga grapes are now off the market.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Manitoba	....	11 00
Ontario	....	10 05
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 75
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 59	0 60
Rolled oats, bbl.	....	8 25
Beans, white, bush.	....	7 60
Beans, yellow-eyed	7 25	7 35
Rice, Siam, cwt.	**5 00**	**5 25**
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 55	7 60
United Empire	7 45	7 50
Bright yellow	7 35	7 40
No. 1 yellow	7 15	7 20
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 26	0 26½
Eggs, new laid	....	0 45
Eggs, case	....	0 43
Roll bacon	....	0 28

(Continued on page 44.)

FLOUR AND CEREALS

Flour Advances And Market Is Firm

Montreal

FLOUR AND FEED.—Further advances have gone into effect in flour though curiously enough the wheat market showed a weaker tendency just about the time flour advanced. The opinion of men in touch with the markets, however, is that flour will remain firm and that any fluctuation in the wheat market need not be taken as invariably a sign of lower prices. There is still considerable speculative influence on the markets. Nevertheless though wheat may continue firm, some millers are of opinion that flour may not reach any phenomenally high figures as compared with the present prices now over the ten dollar mark for 1st patents. There has been heavy Government buying, the Ottawa authorities operating on behalf of the Imperial Government, and buying for shipment up to even as far forward as July. This is significant in a way as indicative that the market may not alter for lower levels to any great extent until news of new crop conditions comes forward. Winter wheat prices remain unchanged from quotations of last week, and reports of the condition of the coming crop in Ontario are that there is good cover, and every reasonable prospect at this early period to expect a good yield. Feeds are at the very firmest in market tone. There is no cessation of the demand, and none need be expected until new gross is sprouting and accessible to the stock. Straight cars of the best grade special middlings have been sold for as high as $53 a ton. In the main, however, prices remain as quoted last week, but they will probably keep at this high level until spring is far advanced. Railway embargoes still prevail annoyingly for all concerned, but the improving weather is bringing about better conditions slowly.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 10	10 30
Second patents	9 60	9 80
Strong bakers	9 40	9 60
Winter Wheat Flour—		
Fancy patents	9 00	9 25
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 10
Bran, per ton	36 00	38 00
Shorts	39 00	40 0
Special middlings 4	43 00	44 00
Feed flour	52 00	53 00
Feed oats, per bushel	....	0 76

Cereals Are Steady In Firm Market

Montreal

CEREALS.—Market conditions affecting the principal cereals are unchanged from last week except as regards the wheat based items in the quotations below. These are advanced in unison with the wheat market, and the general tone of the cereal market is reported firm. It was possible to obtain barley (pot) in Montreal this week at slightly easier prices than those quoted, but not as a general market matter. Some lots were on sale for future delivery at about twenty cents lower than the low quotation given. Although oats are firmer, oatmeal remained at the prices quoted. Peas are also priced as quoted, though scarce, and not in very sharp demand. There is a developing demand now for the breakfast cereals in packages, of the lighter qualities for spring and summer consumption and retailers will be more actively supplying themselves in these lines shortly.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	4 70	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 80
Cornmeal, yellow, 98 lbs.	....	3 30
Graham flour, 98 lbs.	....	4 80
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 50	4 75
Oatmeal, standard, 98 lbs.	....	4 10
Oatmeal, granulated, 98 lbs.	....	4 10
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	3 25	3 35
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 00
Whole wheat flour, 98 lbs.	....	4 80
Wheatlets, 98 lbs.	....	5 05

Flour Again Goes Up 30c. Per Barrel

Wheat Showed Decline During Week But Indications Point to a Continuation of Strength

Toronto

FLOUR.—There was a further advance of 30c per barrel in the price of Manitoba flour during the week, the advance becoming effective on Monday of this week. This now makes the basis for first patents Manitoba flour $10 per barrel in car lots. Wheat continued in a strong position up to the close of the market on Saturday last when the cash commodity sold at Winnipeg at $1.88⅛ per bushel. This was the highest point reached in the present upward trend with the exception of Tuesday of last week when the market was ¾c higher. Under the influencing of heavy selling on Monday due to speculators taking their profits there was a decline of 3¾c, making the market at the close $1.84⅜. The downward trend was also helped along by rumors that Germany was again endeavoring to negotiate a separate peace with Russia. On Tuesday of this week there was a recovery in the market and the price of wheat advanced 1⅛c to $1.85½. The market at Chicago and Winnipeg awakened to the realization that during the slight slump there had been buying for export account of several million bushels of wheat. Rumors in the big wheat markets that peace might be a posibility in the near future owing to the food situation in the enemy countries had a tendency to act as a bearish element. In the face of the advancing market there has been a better demand for flour locally. There is still practically no export trade for domestic consumption, all that is being done is for military account. Ontario winter wheat flour held steady during the week. There was an inclination to advance prices but with the weakening of the wheat market on Monday millers were disposed to wait until the market settled. With a continuation of strength in the wheat market Ontario flour is due for an advance.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	10 00	10 20
Second patents	9 50	9 70
Strong bakers	9 30	9 50
Ontario Winter Wheat Flour—		
High ptents	8 60	8 80
Second patents	8 20	8 40

Corn Flour And Hominy Go Higher

Toronto

CEREALS.—Higher prices have prevailed for corn flour and pearl hominy during the week, an advance of 25c being recorded. Hominy grits also show a firmer tendency, with the price moved up from the lower level, in the rolled oat market there has been a continuation of price cutting during the week and quotations in some instances were considerably below those of last week. Some mills have withdrawn from the market temporarily so far as rolled oats are concerned as they prefer to remain out rather than get into the cutting game. Demand for cereals has increased and mills report trade greatly improved during the past week. Graham flour, whole wheat flour and wheatlets have been moved higher also

in conformity with the higher price for flour.

	Car lots	Small lots
Barley, pearl, 98 lbs.	6 75	7 50
Barley, pot, 98 lbs.	6 00	6 50
Buckwheat flour, 98 lbs.	6 00	6 25
Corn flour, 98 lbs.	3 75	4 00
Cornmeal, yellow, 98 lbs.	3 25	3 50
Graham flour, 98 lbs.	4 75	4 85
Hominy grits, 98 lbs.	3 55	3 75
Hominy, pearl, 98 lbs.	3 75	4 00
Oatmeal, standard, 98 lbs.	4 15	4 30
Rolled oats, 90-lb. bags	3 50	3 65
Rolled wheat, 100-lb. bbls.	5 00	5 50
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 75	4 85
Wheatlets, 98 lbs.	5 00	5 10

Heavy Demand For Millfeeds Keeps Up

Toronto

MILLFEEDS.—There is still a continued heavy demand for millfeeds of all kinds and mills find they are unable to cope with it, as the demand is greater than the supply. Prices have held steady during the week with the exception of Manitoba oats, which show a slight recession of 1½c per bushel. Ontario oats are also down 2c per bushel. Quotations on the latter are nominal as there are very few to be had.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Brau	36 00	38 00
Shorts	39 00	41 00
Special middlings	43 00	45 00
Feed flour	52 00	54 00
Ontario oats, No. 2 (nominal)	0 64	0 66
Manitoba oats, No. 2 (nominal)	0 73	0 74

Flour Up 30c Per Bbl.; Feed Scarcity Serious

Winnipeg

FLOUR AND CEREALS.—There was an advance last week of .30c per bbl., which brought the price of first patents up to 9.70. All crop reports from the United States were of a bullish nature. Official reports from U.S.A. regarding wheat reserve in farmers' hands have had the effect of putting the market up, as these reserves were much less than usual at this time of the year. Rolled oats are firm at 3.00, oatmeal 3.75. Domestic demand for rolled oats has increased to some extent, and all mills are fairly busy. The government is still one of the largest buyers of oatmeal. Prices on feeds are still in the West, and in the East there has been a further advance of $1.00 per ton. All Western mills are oversold on feed, and in some parts of Manitoba it is reported that farmers are suffering for lack of feed supplies. Most of the small mills in the country are not running this year on account of the lack of proper grades of milling wheat, which accounts for feed scarcity. This is going to be serious in Southern Manitoba. Traffic is slightly relieved, and millers are now able to move east to all points in Ontario, and nearly all in Quebec.

Flour—		
Best patents	....	9 70
Bakers	....	9 20
Clears	....	8 80
XXXX	....	6 60
Cereals—		
Rolled oats, 90 lbs.	....	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 00
Oatmeal, 98's	....	3 75
Feeds—		
Bran, per ton	....	30 00
Shorts, ton	....	32 00
Middlings, ton	....	32 00
Mixed chop, ton	....	42 00

WEEKLY MARKET REPORTS BY WIRE

(Continued from page 42.)

Breakfast bacon	0 28	0 31
Butter, dairy, per lb.	0 40	0 42
Lard, pure, lb.	0 25¼	0 25½
Lard, compound	0 18	0 18¼
American clear pork	47 00	48 00
Beef, corned, 1s	2 80	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talla, case	10 00	10 50
Salmon, pink, talls, case	6 25	6 50
Salmon, Coboes, case	9 00	9 25
Salmon, Chums	5 00	5 25
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 12
Raisins, fancy, lb.	....	0 12¾
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¾
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 12	0 12½
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	....	5 50
Oranges, Cal., box	4 00	4 75
Grapes, Malaga, keg	6 00	7 00
Grapefruit, per case	4 50	5 00
Potatoes, bbl.	....	6 00
Onions, per 100-lb. bag	10 00	11 00

WEEKLY MARKET REPORTS

(Continued from page 41.)

Cauliflower, Cal., case	....	5 00
Head lettuce, Cal., doz.	....	1 75
Lettuce, leaf, box	....	0 65
Imported musbrooms	....	0 90
Sweet potatoes, hamper	....	3 50
Tomatoes, Florida, basket	....	1 50
Fruits—		
Oranges, navel, case	4 00	4 00
Oranges, bitter, Palermos, case 200	....	7 00
Oranges, bitter, Japanese, case 60 lbs.	....	....
Lemons	....	5 00
Grape fruit	6 00	6 00
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	....	5 50
Ontario apples, No. 3	....	4 50
Jonathans, Washington, box	1 75	2 25
Wine saps, box	....	2 50
Rome Beauties, box	....	2 50
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 50
Strawberries, box	....	0 80
Bananas, lb.	....	0 05½
Rhubarb, lb.	....	0 14

CO-OPERATION A FACTOR IN SUCCESS

In speaking before the Canadian Credit Men's Trust Association at their dinner given in Freeman's Hotel, Montreal, recently, Zephirin Hebert, president of the Montreal Board of Trade, stated that intuition and keen insight were the first real characteristic of the credit man. If the credit man lacks these, he lacks essential elements, continued Mr. Hebert. Tuition and experience are valuable assets, he stated, but they lack much of their effectiveness unless backed up by these two essentials.

When a man asks for credit, the credit man must determine the financial responsibility of the applicant, his knowledge of business, judgment, honesty, ambition, energy and working power. The credit man here must exercise his intuition and insight.

Moreover, the credit man must thoroughly understand the travelling salesmen of his own house, so that when an applicant for credit is recommended by one of the house salesmen, the credit man will know how much confidence can be placed in the judgment of the salesman.

Uniformity of prices he claimed are a good thing for the consumer himself, and ruthless cutting of prices militates against the consumers interests. While prices may be cut low in some things, the lost profit is more than made up in other lines. And the co-operation between firms, and between firms and their clients, must be extended to co-operation between employers and their employees. Employers must make friends of their employees by showing them consideration and lending them a helping hand. Only in this way could co-operation in its fullest measure be attained.

MANAGERS OF CAMERON & HEAP CO. HOLD CONFERENCE

A meeting was held at the Royal Alexandra Hotel, Winnipeg, Man., on March 2 and 3, of the president and managers of the different branches of Cameron and Heap, Ltd. Those attending

M. K. Heap, president, Kenora, Ont.; S. C. Burton, manager at Regina, Sask.; F. W. Fraser, Fort William, Ont.; E. C. Osborn, Prince Albert, Sask.; W. C. Jones, Swift Current, Sask.; J. A. Campbell, Dauphin, Man.; F. V. Witts, Kenora, Ont.

Many items of vital interest to the wholesale grocers at the present time were discussed.

EDMONTON GROCERS HOLD BANQUET

The first annual banquet of the Edmonton Retail Grocers' Association was held in the King Edward Hotel, Edmonton, on Tuesday, Feb. 28. There were some sixty persons present representing the members and their friends, and a most enjoyable and profitable evening was spent.

J. C. Macfarland, president of the Association, was the chairman of the evening. He spoke of the necessity and advantages of co-operating with the Association to ensure success. Mr. Macfarland, who has been in the grocery business for well on to forty years, made a strong case for the Association, basing his arguments on his own experience in business.

W. E. Rudder, in speaking for the Association, stated that two-thirds of the grocers had become members, and pointed out how this co-operation had been instrumental in assisting the trade.

The officers of the Edmonton Association are: J. C. Macfarland, president; Arthur Reeves, first vice-president; Sidney King, second vice-president; W. E. Rudder, secretary; William Baxter, treasurer.

PRODUCE AND PROVISIONS

Live and Dressed Hogs Up; Lard Also

Montreal—

PROVISIONS.—With winter run of hogs just about over, and supplies of well finished pork on the hoof exceedingly scarce, prices have gone up further this week. Live hogs were selling at $16.25 per hundred pounds and going as high as $16.50 early this week. Dressed were bringing $22.50 to $22.75 per hundred pounds, and conditions of market were very firm indeed for all pork products. The feature of the week has been the higher market for both lard and shortening. Lard is now particularly scarce and high in price. This is due to the falling off in supply of hogs, and the fact that owing to poor finishing the hogs give less lard in proportion to their live weight. The winter run of hogs now finishing has shown very poor supplies poorly finished, and no great improvement in supplies or quality is expected until June when the next considerable run of hogs will be coming along.

Hams—		
Medium, per lb.	0 27	0 27½
Large, per lb.	0 25	0 25½
Backs—		
Plain	0 27	0 28
Boneless, per lb.	0 30	0 31
Bacon—		
Breakfast, per lb.	0 30	0 31
Roll per lb.	0 23	0 24
Dry Salt Meats—		
Long clear bacon, ton lots	0 20	0 21
Long clear bacon, small lots	0 20½	0 21½
Fat back, lb.	0 19	0 20
Cooked Meats—		
Hams, boiled, per lb.	0 38	0 39
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 23¾	0 24
Tubs, 60 lbs.	0 24	0 24½
Pails	0 24½	0 24¾
Bricks, 1 lb., per lb.	0 25½	0 26
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 18¼	0 18½
Tubs, 50 lbs.	0 18¾	0 19
Pails, 20 lbs., per lb.	0 19½	0 19¾
Bricks, 1 lb., per lb.	0 19¾	0 20

Poultry in Quieter Market Condition

Montreal—

POULTRY.—Although the weather is improving and shipments of live poultry will now be getting more frequent, there is still very little doing in the poultry line generally. Lent is retarding the demand for dressed fowls for the kitchen, and the sources of supply in the country are under the same influence so that supplies are coming in lightly. Prices are not altered from the quotations of last week. No stimulation of demand can be expected to any great extent for the present, though there will be brisker business no doubt before Easter, and much busier times thereafter.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb..	0 25	0 30
Old roosters	....	0 20
Roasting chickens	0 25	0 27
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Eggs Coming More Plentifully Now

Montreal—

EGGS.—Supplies of new laid eggs are coming in more freely now. The market has declined sharply during the past week, and at the time of writing looked like further declines before date of publication. Chicago was quoting 26 cents early in week, and supplies were said to be pouring into that city faster than local consumption could take care of. Consequently consumers in Montreal and elsewhere got the benefit, but had to foot the cost of expressage, as all eggs from the States came in by express at a cost of at least ten cents a dozen, including duty, etc., more than the Chicago price. As will be noted in the small type below eggs were selling to the retailer in Montreal at 40 cents a dozen this week. Some Ontario eggs were also coming on the market, but not a great rush of them as yet. The market tone was admittedly easier, and growing easier still with the season's advance. Egg arrivals in Montreal were, up to March 10, 7,935 cases, as against 6,155 cases for the corresponding week last year.

Eggs—		
New laid	....	0 40

Butter to Remain Firm for a While

Montreal

BUTTER.—Reports regarding supplies of butter in Montreal at present are not optimistic as to the lasting power of the amounts stored until the arrival of new season's grass-fed butter. One large holder of stocks mentioned doubts that the butter supplies of Montreal might fall short enough to firm prices considerably before new crop comes in. Meantime butter is coming from the West, Alberta and Saskatchewan, and will be coming in more abundantly from there for the present than from the Eastern sources. No hope of cheaper butter until May when grass-fed new butter is available, is market view at present, and prices remain as quoted last week. Arrivals of butter in Montreal for the week ending March 10 are 1,653 boxes, as compared with only 452 boxes for the corresponding period of last year.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42¼
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Cheese Not Very Abundant Just Now

Montreal

CHEESE.—Conditions are quiet in the local cheese market, but very firm as regards prices. Not many transactions have taken place in cheese for local consumption, and the activity for export is over for the time being. Cheese prices remain as quoted last week, and in market opinion there is quite a notable scarcity of cheese on the market now, that is, of cheese free to be handled by local trade. There arrived in Montreal for the week ending March 10, 8,305 boxes of cheese as compared with only 1,088 boxes for the corresponding period of last year.

Cheese—		
Large, per lb.	0 27½	0 28
New twins, per lb.	0 28	0 28½
Triplets, per lb.	....	0 28½
Stilton, per lb.	....	0 30½
Fancy old cheese, per lb.	....	0 30½

Honey Remains in A Steady Market

Montreal

HONEY.—No special market conditions affect honey in Montreal for the present. Supplies are dwindling and there is good demand. Prices keep as quoted last week, and their firmness will tend to conserve supplies rather longer. Honey remains an economical article of food even at advanced prices, and though prices may go firmer still before new crop is available, there should still be a fairly steady call for honey. There is little available now for shipment out of Montreal though small quantities may be occasionally moved in response to demand.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 13	0 13½
Buckwheat, 60-lb. tins, per lb.	....	0 13
Clover, 5-10 lb. tins, per lb.	....	0 15¼
Clover, 60-lb. tins	....	0 14½
Comb, per section	0 18	0 19

Lard Up 1c. lb.; Meats Also Higher

Live Hogs Are Quoted Up, and Dressed Are Selling $1 Per Hundred Higher

Toronto

PROVISIONS.—There has been a general movement upward all along the line in provisions. Pure lard has ad-

vanced 1c per pound and is now selling at 24c to 24¼c. Compound lard has been increased ½c to ¾c per pound and is now quoted at 18 to 18¼c. There has been a better demand for compound owing to the marked difference between it and pure lard. The American market is higher for lard products and the Canadian followed upward in sympathy. Live hogs are quoted at the time of writing at $15.65 for fed and watered, $15.90 off cars and $15.40 f.o.b. Dressed hogs are quoted up as high as $22.50 per hundred. There has been a disposition by some packers to let some of their light hogs go as low as $19.50 during the week. The higher prices have induced farmers to turn into cash their unfinished hogs. Packers have been forced to sacrifice these hogs that weigh under 100 pounds. Hams have been moved higher by ½c to 1½c per pound. Backs are all firm at the highest quotations of last week. Bacon is quoted at 1c to 4c per pound higher in some instances. Dry salt meats have advanced ½c per pound, while boiled and roast hams ½c to 1½c higher.

Hams—		
Medium, per lb.	....	0 28
Large, per lb.	....	0 25½
Backs—		
Plain	....	0 32
Boneless, per lb.	....	0 34
Bacon—		
Breakfast, per lb.	0 28	0 33
Roll, per lb.	0 24	0 25½
Wiltshire bacon, per lb.	....	0 27
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 20	0 20½
Long clear bacon, small lots	0 21	0 20@
Fat backs, lb.	0 22	0 23
Cooked Meats—		
Hams, boiled, per lb.	0 38½	0 39½
Hams, roast, per lb.	0 39	0 40
Shoulders, boiled, per lb	0 32	0 34
Shoulders, roast, per lb.	0 33	0 35
Lard—		
Pure tierces, 400 lbs., per lb.	0 24	0 24¼
Compound tierces, 400 lbs., per lb.	0 18	0 18¼

In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Hogs—		
Dressed, abattoir killed	22 00	22 50
Live, off cars	....	15 90
Live, fed and watered	....	15 65
Live, f.o.b.	....	15 40

Butter is Firmer; Prices Held Steady

Toronto

BUTTER.—There is a firmer tone to the butter market due to the fact that higher prices have prevailed on the Montreal market. Locally, however, there has been little variation in price. Stocks of butter are low at present and there has been a tendency to a little freer buying. Some butter from the Montreal district has been shipped to Ontario points. It is anticipated present stocks of creamery will be considerably lower before new stocks reach the market in any quantity.

Creamery prints, fresh made	0 44	0 45
Creamery solids	0 43	0 44
Dairy prints, choice, lb.	0 40	0 43
Dairy prints, lb.	0 38	0 40
Bakers	0 33	0 34

Eggs Take Drop of 8c During Week

Toronto

EGGS.—There has been a distinctly easier feeling in the egg market during the week. Eggs in the Chicago market were quoted around 25c and 26c per dozen during the first part of the week which, laid down in this market will represent about 34c per dozen. In Ontario, commission men have advised their buyers to get their quotations down to a 30-cent basis. It is anticipated that locally eggs will be down to somewhere near the Chicago basis in the country. Deliveries from Ontario points are increasing and with the coming of better weather there is expected to be a still greater production with a consequent easier price. New laids in cartons are quoted at 39c and ex-cartons 36c.

Eggs—		
New laid, cartons	....	0 39
New laid, ex-cartons	....	0 36

Advance of ½c Lb. Recorded in Cheese

Toronto

CHEESE.—Cheese has been firmly held during the week with an inclination toward higher prices. New large is quoted up ½c per pound and old large has been advanced in like proportion. The cheese market is somewhat quiet owing to small quantities that have been arriving from the producing points. There is a very little export of Canadian cheese at present, but some American cheese is being handled by eastern concerns on foreign account.

Cheese—		
New, large	....	0 27
Old, large	....	0 28
Stilton	....	0 29

Fat Live Poultry In Good Demand

Toronto

POULTRY.—There is very little interest in any kind of fowl at present with the exception of fat live chickens and hens. This is about the only variety in which there is any consumption. Commission men are not in the market for dressed poultry at all and consequently where quotations are given they are less than for the live fowl. There are very few live fowl arriving in the market and those that do come find a ready market. Prices are quoted 1c to 2c higher.

	Live
Spring chickens	0 22
Spring chickens, crate fed	0 25
Hens, over 4 lbs.	0 22
Hens, under 4 lbs.	0 20

Prices are those paid at Toronto by commission men.

Rumors of New Crop Maple Syrup Premature

Toronto

HONEY, MAPLE SYRUP. — Along commission row there were rumors of new-crop maple syrup having arrived, but inquiry did not reveal that any has yet reached the market. The wish was perhaps father to the rumor. There are some stocks of last season's crop that are finding a ready sale, however. New crop is expected in the not distant future. Honey has been going into consumption steadily. Prices for these commodities have remained unchanged.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Maple Syrup—		
8-lb. tins	1 15	1 25
Tins, No. 1, gal.	....	1 50
Tins, No. 2, gal.	....	1 25

Eggs Still Declining; Big Advances in Lard

Winnipeg

PRODUCE AND PROVISIONS. — During last week the live hog market contined to rise, even above the previous week's prices, most of them selling at $14.40. All over the American continent hogs have been very firm, in Chicago the market for best grades being as high as $14.25, which is very high for Chicago. There has been an advance in both pure and compound lard. The farmer went up to 23c. on a tierce basis, and advanced ½c. on compound, the basis now being 16¾c.. The egg market has been gradually declining. The eggs consumed on this market are all American, the Canadian not having commenced to arrive in any quantity.

With the prevailing warm weather, it should not be long before the production of Canadian eggs will materially lower prices. The price during last week varied from 45c. to 38c. Although the creamery butter market is still very firm, there have been no changes in price, those quoted being No. 1 cartons 44; No. 2 storage 42. The dairy butter market is very weak, dealers paying 20-25c. for straight run dairy. Cheese is firmer, dealers asking 28½c.-29c. for best Ontario cheese.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.	....	0 25½
Large, per lb.	....	0 24
Bacon—		
Breakfast, per lb.	0 25	0 26
Breakfast, select, lb.	0 28	0 31
Backs, regular	....	0 26
Backs, select, per lb.	....	0 28
Dry Salt Meats—		
Long clear bacon, light	....	0 19½
Barrelled Pork—		
Mess pork, bbl	....	38 00
Lard, Pure—		
Tierces	....	0 23
20s	....	4 70
Cases, 5s	....	14 40
Cases, 3s	....	14 55
Lard, Compound—		
Tierces	....	0 16¾
Tubs, 50s, net	....	8 50
Pails, 20s, net	....	3 48
Butter—		
Fresh made creamery, No. 1, cartons	....	0 43
No. 1 storage	....	0 42
No. 2 storage	....	0 40
Fresh Eggs—		
New laids	0 38	0 45
Cheese—		
Ontario, large	0 28½	0 29

THE MULE MIGHT FEEL IT.

A cart containing a number of negro field hands was being drawn by a mule. The driver, a darky of about twenty, was endeavoring to induce the mule to increase its speed, when suddenly the animal let fly with its heels and dealt him such a kick on the head that he was stretched on the ground in a twinkling. He lay rubbing his woolly pate where the mule had kicked him.

"Is he hurt?" asked a stranger anxiously of an older negro who had jumped from the conveyance and was standing over the prostrate driver.

"No, Boss," was the older man's reply; "dat mule will probably walk kind o' tendah for a day or two, but he ain't hurt."

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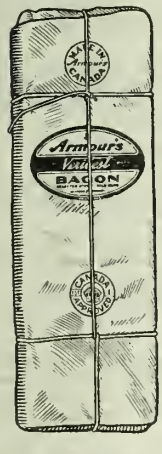

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A big collection of store signs and advertising material is at your service. Ask the Armour Salesman or write us direct.

ARMOUR AND COMPANY

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1431

Just the Thing For a Present

A present that is suitable under all conditions for everyone in the grocery business is a copy of Artemas Ward's "Grocer's Encyclopedia." It is the one gift that is sure of an adequate welcome!

Mrs. Grocer could not surprise her husband with anything that he would enjoy more—nor anything that would be of more practical aid to him in his business. Mr. Grocer could not present his chief salesman with anything more likely to stimulate his interest in the business and increase his selling efficiency. Or, the salesmen can club together and give it to the boss!

An additional advantage is the fact that Mrs. Grocer and Mrs. Salesman will find as much interest and practical information in it as will their husbands. Surely such a combination is too rich, too delightful and too unusual to be passed by, when the cost is only a ten-dollar bill!

The grocer or grocery salesman who possesses a copy of "The Grocer's Encylopedia," need never feel embarrassed by any questions pumped at him by a housekeeper of inquiring mind. Caviare types, truffles of different countries, mushrooms of all varieties, fancy liqueurs, any of a thousand wines, food names in five languages, etc., etc.,—anything and everything you want to know, is there.

It is a really wonderful work. The text treats on fully 1,200 subjects, covering all kinds of foods—their habitat, cultivation, preparation for market, quality and grades—and containing many inside trade "pointers," which are of practical value in buying and caring for goods, which you can obtain nowhere else.

It is illustrated with 80 full-page color-plates of tropical fruits, nuts, cheeses, meats, game-birds, etc., which the New York Press describes as "the most beautiful that ever appeared in a work of encyclopedic character," and hundreds of photographs showing food growing and preparation in all parts of the world.

Its handsome appearance makes it additionally suitable for a holiday gift. It contains 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper, and strongly bound in buckram.

It is said that it cost more than $50,000 to produce this book—but it sells for only $10.50, delivery prepaid.

Send your order to **THE CANADIAN GROCER**, 143-153 University Ave., Toronto, Canada.

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BE thankful that Canada has a magazine of BIG calibre. A magazine fit to be placed alongside the best British and American magazines—by the test of those who contribute to it regularly and of ideals.

MACLEAN'S MAGAZINE carries world-famous names in its list of contributors—writers who have an open sesame to any magazine, yet writers that some magazines cannot get, because they fail to measure up to a standard set. Not every or any magazine can have the work of Sir Gilbert Parker, Miss Laut, Stephen Leacock, Arthur Stringer, Arthur E. McFarlane, L. M. Montgomery, Nellie McClung, Robert W. Service, Alan Sullivan, and others whose names are familiar to readers of MACLEAN'S MAGAZINE.

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The Rabbit Revolution. By Adam Barnhart Brown, with illustrations by his brother, Arthur William Brown.

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Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

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Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

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See that no one is kept waiting to reach you. Thus you please the one who is calling you, and your store will get credit and praise for being attentive, courteous, eager to serve. Your customer will be in a mood to give her order generously, willing to receive and accept suggestions; **and this means money to you.**

You may make these calls pay you 5 cents or 10 cents or 25 cents—perhaps a dollar—extra in **profits,** just by being prompt, courteous and appreciative. Multiply 5 cents or 10 cents, or 25 cents by the number of calls a day, and see how much extra promptness and courtesy in answering calls can earn you in a single day. Then make the calculation for a week—for a month—for a year, and you will see how your telephone can wipe out its own cost, and earn you its rental many times over. Prompt answering means pleased customers.

Good service . . . our true intent.

The Bell Telephone Co. of Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

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Coal Age
Concrete
Domestic Engineering
Drygoodsman, The
Dry Goods Economist
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Electrical World
Electrical Railway Journal
Electric Traction
Engineering and Mining Journal
Engineering News-Record
Farm Machinery—Farm Power
Furniture Manufacturer and Artisan
Grand Rapids Furniture Record
Haberdasher, The
Hardware Age
Hide and Leather
Hotel Monthly
Illustrated Milliner
Implement Age
Industrial Arts Magazine
Inland Printer
Iron Age
International Trade
Lumber Trade Journal
Lumber World Review
Manufacturing Jeweler
Marine Engineering
Merchants Trade Journal
Metal Worker, Plumber and Steam Fitter
Metallurgical and Chemical Engineering
Modern Hospital
Motor Age.
Motor World
National Builder
National Druggist
National Petroleum News
Power
Practical Engineer
Railway Age Gazette
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Shoe and Leather Reporter
Shoe Findings
Shoe Retailer
Tea and Coffee Trade Journal
Textile World Journal
Transfer and Storage
Woodworker

HEADQUARTERS: 220 West 42nd Street, NEW YORK CITY

Information concerning Business Papers cheerfully supplied

WAR LOAN

DOMINION OF CANADA

Issue of $150,000,000 5% Bonds Maturing 1st March, 1937

Payable at par at Ottawa, Halifax, St. John, Charlottetown, Montreal, Toronto, Winnipeg, Regina, Calgary, Victoria, and at the Agency of the Bank of Montreal, New York City.

INTEREST PAYABLE HALF-YEARLY, 1st MARCH, 1st SEPTEMBER

PRINCIPAL AND INTEREST PAYABLE IN GOLD

ISSUE PRICE 96.

A FULL HALF-YEAR'S INTEREST WILL BE PAID ON 1st SEPTEMBER, 1917

THE PROCEEDS OF THE LOAN WILL BE USED FOR WAR PURPOSES ONLY.

The Minister of Finance offers herewith, on behalf of the Government, the above-named Bonds for Subscription at 96, payable as follows:—

10 per cent. on application;
30 " 16th April, 1917;
30 " 15th May, 1917;
26 " 15th June, 1917.

The total allotment of bonds of this issue will be limited to one hundred and fifty million dollars, exclusive of the amount (if any) paid for by the surrender of bonds as the equivalent of cash under the terms of the War Loan prospectus of 22nd November, 1915.

The instalments may be paid in full on the 16th day of April, 1917, or on any instalment due date thereafter, under discount at the rate of four per cent. per annum. All payments are to be made to a chartered bank for the credit of the Minister of Finance. Failure to pay any instalment when due will render previous payments liable to forfeiture and the allotment to cancellation.

Subscriptions, accompanied by a deposit of ten per cent. of the amount subscribed, must be forwarded through the medium of a chartered bank. Any branch in Canada of any chartered bank will receive subscriptions and issue provisional receipts.

This loan is authorized under Act of the Parliament of Canada, and both principal and interest will be a charge upon the Consolidated Revenue Fund.

Forms of application may be obtained from any branch in Canada of any chartered bank and at the office of any Assistant Receiver General in Canada.

Subscriptions must be for even hundreds of dollars.

In case of partial allotments the surplus deposit will be applied towards payment of the amount due on the April instalment.

Scrip certificates, non-negotiable or payable to bearer in accordance with the choice of the applicant for registered or bearer bonds, will be issued, after allotment, in exchange for the provisional receipts.

When the scrip certificates have been paid in full and payment endorsed thereon by the bank receiving the money, they may be exchanged for bonds, when prepared, with coupons attached, payable to bearer or registered as to principal, or for fully registered bonds, when prepared, without coupons, in accordance with the application.

Delivery of scrip certificates and of bonds will be made through the chartered banks.

The issue will be exempt from taxes—including any income tax—imposed in pursuance of legislation enacted by the Parliament of Canada.

The bonds, with coupons, will be issued in denominations of $100, $500, $1,000. Fully registered bonds, without coupons, will be issued in denominations of $1,000, $5,000 or any authorized multiple of $5,000.

The bonds will be paid at maturity at par at the office of the Minister of Finance and Receiver General at Ottawa, or at the office of the Assistant Receiver General at Halifax, St. John, Charlottetown, Moutreal, Toronto, Wiunipeg, Regina, Calgary or Victoria, or at the Agency of the Bank of Montreal, New York City.

The interest on the fully registered bonds will be paid by cheque, which will be remitted by post. Interest on bonds with coupons will be paid on surrender of coupons. Both cheques and coupons, at the option of the holder, will be payable free of exchange at any branch in Canada of any chartered bank, or at the Agency of the Bank of Montreal, New York City.

Subject to the payment of twenty-five cents for each new bond issued, holders of fully registered bonds without coupons will have the right to convert into bonds of the denomination of $1,000 with coupons, and holders of bonds with coupons will have the right to convert into fully registered bonds of authorized denomiuations without coupons at any time on applicatiou to the Minister of Finance.

The books of the loan will be kept at the Department of Finance, Ottawa.

Application will be made in due course for the listing of the issue on the Montreal and Toronto Stock Exchanges.

Recognized bond and stock brokers having offices and carrying on business in Canada will be allowed a commission of three-eighths of one per cent. on allotments made in respect of applications bearing their stamp, provided, however, that no commissiou will be allowed in respect of the amount of any allotment paid for by the surrender of bonds issued under the War Loan prospectus of 22nd November, 1915, or in respect of the amount of any allotment paid for by surrender of five per cent. debenture stock maturing 1st October, 1919. No commission will be allowed in respect of applications on forms which have not been printed by the King's Printer.

Subscription Lists will close on or before the 23rd of March, 1917

DEPARTMENT OF FINANCE, OTTAWA, MARCH 12th, 1917.

If any advertisement interests you, tear it out now and place with letters to be answered.

Here it is

All ready for your customers. The juice of delicious, sun-ripened Concord grapes, processed and perfected to the very highest degree, a combination of purity and wholesomeness, — without equal — isn't that something worth connecting with?

That's just what we offer you in *Barnes Grape Juice.* Get a little display working for you. The profits are good and repeat business sure.

The Ontario Grape Growing and Wine Mfg., Company
ST. CATHARINES, ONTARIO

Treat your customers to something unusually good

Get them acquainted with the delicious goodness, the rich, appetizing wholesomeness of *The Two Royals,* the Made-in-Canada Salads that are selling briskly in every community.

Royal Salad Dressing is a steady favorite throughout the year. Results will always justify a little selling effort on the part of the grocer.

Royal Mayonnaise. Every drop of this delightful fruit salad dressing will win favor with your customers. Its popularity is rapidly increasing.

Stock up with the *Two Royals* and watch your profits grow.

HORTON-CATO MFG. CO.
Windsor, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90
8-oz.	2 55	2 50
12-oz.	3 85	3 75
16-oz.	4 90	4 80
2½-lb.	11 60	11 35
3-lb.	13 60	13 35
5-lb.	22 35	21 90

F.O.B. Montreal, or F.O.B. jobbers' point subject to jobbers' regular terms.

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	2 40
Currant, Black	2 50
Plum	2 30
Pear	2 30
Peach	2 30
Raspberry, Red	2 50
Raspberry and Red Currant	2 40

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 35
Pts., Delhi Epicure	2 40
Pts., Red Seal	1 85
Pts., Tiger	1 85
Qts., Delhi Epicure	2 60
Qts., Red Seal	2 40
Qts., Lynn Valley	2 40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case	4 40
20 lb. tins, ¼ doz. in case	4 25
Perfect seal glass jars in the case	2 40

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans. Plain 80c, or with Sauce, 4 doz. to case	0 90
1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85

Family, Plain, $1.85 doz.; Family, Tomato Sauce, $1.85 doz.; Family, Chili Sauce, $2.45 doz.; 3's, Plain, Tall, $2.40 doz.; 3's, Tomato Sauce, ... doz.; 2's, Chili Sauce, $3 doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), $9 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	1 60
12 oz. Glass, Screw Top, 2 doz. in case	1 80
16 oz. Glass, Screw Top, 2 doz. in case	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 30
2's Tin, 2 doz. per case	3 20
4's Tin, 12 pails in crate, per pail	0 59
5's Tin, 8 pails in crate, per pail	0 72
7's Tin or Wood, 6 pails in crate	0 94
14's Tin or Wood, 4 pails in crate, per lb.	0 14½
30's Tin or Wood, one pail only, per lb.	0 14½

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Wheat Kearnels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

(Unsweetened Chocolate)

Supreme chocolate, ½s, 12-lb boxes, per lb.	0 36
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

If any advertisement interests you, tear it out now and place with letters to be answered.

Toronto Plant Covers 5 Acres

From South Sea islands to Canada's shops—

The fact that we get palm oil from Lever Brothers' own plantation in the South Sea Islands and the Congo accounts for our ability to make a soap of the ultra purity of

Sunlight Soap

yet keep the price within reason. More than that—our advertising is heavy and continuous so that Sunlight is already sold when you buy it.

Where perfect purity—and therefore, real economy—is called for in a Soap, just remember Sunlight.

The Lever Brothers' "Big Five" makes a strong complete line: Sunlight, Lifebuoy, Lux, Panshine, and Welcome Soap Powder. No need to bother with trailers.

Lever Brothers Limited

Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

Appearance that sells and Quality that satisfies

A few of these attractively wrapped handy sized little 10c bottles of

Worcestershire Sauce

well displayed will start quick profit making sales coming your way, and every sale will produce another and another—a continuous stream of repeats that will keep your cash register ringing merrily and put the profits where they belong.
There's a delicious piquancy and a delicate flavor in every drop that will tickle the palate of discriminating sauce users.
Get your trial supply to-day. Your wholesaler will ship you, or we'll do so on request. Packed 4 dozen to the case.

Chas. M. Edwards & Co.

(E. B. Thompson, Sole Proprietor)

20 Front St. E., Toronto

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 33
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., per lb.	0 38
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$8 00
Reindeer Brand, each 48 cans	7 70
Silver Cow, each 48 cans	7 15
Gold Seal, Purity, each 48 cans	7 00
Mayflower Brand, each 48 cans	7 00
Challenge, Clover Brand, each 48 cans	6 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 40
Jersey Brand, Hotel, each 24 cans	5 40
Peerless Brand, Hotel, each 24 cans	5 40
St. Charles Brand, Tall, each 48 cans	5 50
Jersey Brand, Tall, each 48 cans	5 50
Peerless Brand, Tall, each 48 cans	5 50
St. Charles Brand, Family, each 48 cans	4 90
Jersey Brand, Family, each 48 cans	4 90
Peerless Brand, Family, each 48 cans	4 90
St. Charles Brand, small, each 48 cans	2 40
Jersey Brand, small, each 48 cans	2 40
Peerless Brand, small, each 48 cans	2 40

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 50
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	5 20
Cocoa, Reindeer Brand, each 24 cans	5 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 23
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 31
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 31

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 60
8 oz. bottles, per doz., weight 14 lbs.	6 00
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $25. 14s, $60.

Roast Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $22.

Boiled Beef, 1s, $3.10; 2s, $7.00.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s, $3.35; 2s, $6.25.

EGGS

If you want to sell Eggs we can handle them for you.

If you want to buy Eggs we can supply you.

Let us hear you calling.

F. W. FEARMAN CO.
LIMITED
HAMILTON

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

Great Reduction

Slightly used refrigerators suitable for Butchers, etc.

1—No. 2 Eureka	Refrigerator	7′ x 8′ x 11′
1—No. 1	"	12′ x 8′ x 12′
1—No. D Standard	"	7′ x 10′ x 10′
1—No. B	"	6′ x 9′ x 11′
1—No. B	"	7′ x 6′ x 11′
1—No. B	"	6′ x 6′ x 10′
1—No. 2 Eureka	"	7 x 5 6 x 11

The above all in absolutely first-class condition and all refinished on outside. These will be sold at bargain prices. Now is your chance for a cheap box. Communicate to us direct or to our representatives in the different cities in Canada.

Representatives:—Mr. James Rutledge, 2608 Waverley St., Montreal, Que.; phone St. Louis 876. Mr. Geo. Simonds, 334 Markham St., Toronto, Ont.; phone College 8794.

THE W. A. FREEMAN & CO.
LIMITED
Hamilton, Canada

The choicest there is.

Cocoanut

that measures up to the customer's true ideal

This is not the ordinary, slow selling cocoanut, but a product superior in every respect, with a 22 years' quality reputation back of every sale.

Every ounce of it is guaranteed—absolutely, and dealers who believe in stocking lines of established goodness and superiority should order their supplies from us.

Brisk selling and decent profits are a characteristic of this line. We'll ship on request—

Pails of 15 and 30 lbs. Boxes of 50 lbs. and Barrels of 100 lbs.

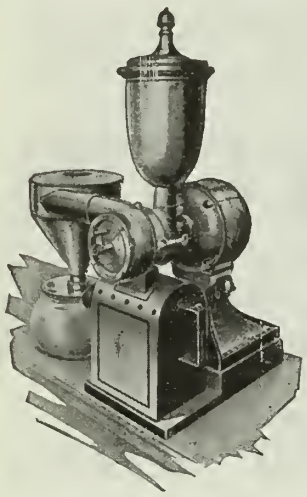
A postcard will connect you

Standard Cocoanut Mills

(E. B. Thompson, Sole Proprietor)
HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Better Service for Her Better Profits for You



With the aid of a Hobart Coffee Mill you will be in a position to give your customers the utmost coffee satisfaction — coffee free from chaff, coffee ground to the individual taste of every customer. Think what this means to you in increased patronage and bigger profits.

The Hobart Mill will quickly cover its own cost in the better service and bigger profits it will bring you. It is a real, good investment.

The Hobart Mfg. Co.

149 Church St., Toronto

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

Cambridge Sausage, 1s, $3.00; 2s, $5.50.

Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.

Lambs' Tongues, ½s.

Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.

Sliced Smoked Beef, glass, ¼s. ...; ½s, $2.25; 1s, $3.25.

Tongue, Ham and Veal Pate, ½s, $1.50.

Ham and Veal, ½s, $1.45.

Potted and Devilled Meats, tins —Beef. Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.

Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, ...

Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.

Ox Tongues, Glass, 1½s, $12; 2s, $14.

Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.

In Glass, 1s, $2.20.

Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 20c.

Clark's Peanut Butter—Pails 24 lbs., 20c per lb.

Clark's Tomato Ketchup, 16 oz., $3.

Pork and Beans, Plain Talls, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2.
Individuals, 80c doz.

Pork and Beans, Tomato Sauce, Talls, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45.
Individuals, 90c doz.

Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45.
Individuals, 90c doz.

Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.

Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.

Clark's Chateau Chicken Soup, $1.25.

Clark's Chateau Concentrated Soups, $1.15.

Clark's Chateau Concentrated Soups, No. 1 assorted, $1.15.

Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.

English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

LAFORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per Jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90
List Price	

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge Per doz.	10c Oval lith. dredge. 2 oz. Per doz.
Allspice	$0 48	$0 90
Arrowroot, 4 oz. tins, 90c.	....	....
Cayenne	0 48	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 48	0 90
Cinnamon whole, 5c. pkgs., window front, 45c.	....	....
Cloves	0 48	0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 48	0 90
Mace	1 25	....
Nutmegs	0 48	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 48	....
Pepper, black	0 48	0 90
Pepper, white	0 52	0 95
Pastry spice	0 48	0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	4

When "Swat-the-Fly" days arrive

be prepared to profit by the popularity of

THE GORGON FLY CATCHER

with the Diamond Pin

(*MADE-IN-ENGLAND*)

Equip your customers with the neatest, most effective and most sanitary fly-catcher on the market.

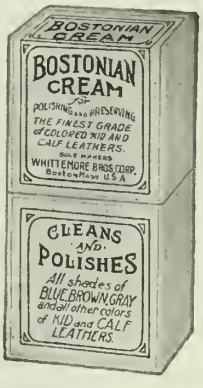
Your jobber will take care of your requirements and will deliver just when you say. We advise early ordering, because the paper situation is uncertain, and prices are likely to advance.

Sole Canadian Agents:

Tomlinson & O'Brien, Winnipeg

Mr. Dealer

Here are the Season's Leaders in Shoe Polishes


BOSTONIAN CREAM
BOSTONIAN CREAM
FOR POLISHING AND PRESERVING
THE FINEST GRADE OF COLORED KID AND CALF LEATHERS.
SOLE MAKERS
WHITTEMORE BROS. CORP.
Boston Mass. U.S.A.
CLEANS AND POLISHES
All shades of BLUE, BROWN, GRAY and all other colors of KID and CALF LEATHERS.

"SHUCLEAN." White kid and white leather cleaner.

"ALBO." White round cake, canvas cleaner and whitener, in lacquered metal box (2 sizes).

"CAHILL'S" French Bronze Dressing. Bronzes any color shoe.

"BOSTONIAN CREAMS." Put up in all the popular colors and shades. Most perfect cleaner and polishing cream for the finest grade of colored kid and calf leathers.

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c and 25c.

Ask Your Jobber for Prices and Complete Catalog

or write us **(WHITTEMORE BROS. CORP.) at Boston, Mass.**

If any advertisement interests you, tear it out now and place with letters to be answered.

Brunswick Brand Sardines in Oil

As fine a line of quality domestic sardines as you could wish to handle.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros.' Brands you sell goods that are trade-winners.

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

If you are not already a Brunswick Brand dealer, order a trial supply from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros.
LIMITED
Black's Harbor, N.B.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss	.07½
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	.08
100 lbs. kegs, No. 1 White.	.07½
200 lbs., bbls., No. 1 White	.07½
30 lbs., Edwardsburg Silver Gloss, 1 lb. cbromo pkgs.	.08½
48 lbs., Silver Gloss, in 6 lb. tin canisters	.10
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.10
100 lbs., kegs, Silver Gloss, large crystals	.08
28 lbs., Benson's Satin, 1 lb. cartons, cbromo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case. .	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	.15
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08½
40 lbs. Canada Pure Corn (20 lb. boxes ¼c higher)	.07½

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.07½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.08
Barrels, 200 lbs.	.07½
Kegs, 100 lbs.	.07½
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.08½
8 in case	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.10
Kegs, extra large crystals, 100 lbs.	.08
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.07½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.08½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's)	.08½

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$	3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 20

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case ....$	3.25
2 lb. tins, 2 doz. in case..	3 45
5 lb. tins, 1 doz. in case...	3 85
10 lb. tins, ½ doz. in case.	3 75
20 lb. tins, ¼ doz. in case	3 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.....	.04¾
Half bbls., about 350 lbs..	.05
¼ bbls., about 175 lbs....	.05¼
2 gal. wooden pails, 25 lbs.	1.75
3 gal. wooden pails, 38½ lbs.	2.50
5 gal. wooden pails, 65 lbs.	3.85

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case.....$	3.95
5 lb. tins, 1 doz. in case.....	4.35
10 lb. tins, ½ doz. in case..	4.25
20 lb. tins, ¼ doz. in case...	4.20

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4 80
Barrels, per 100 lbs.....	5 25
½ barrels, per 100 lbs.....	5 50

INFANTS' FOOD

MAGOR SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb. .....$	3 60
½ lb.	1 85
Robinson's Patent Groats—	
1 lb.	3 60
½ lb.	1 85

STOP-ON POLISHES

	Doz.
Polish, Black, Tan, Ox-blood and Nut-brown	0 85
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown....	0 85
Card Outfits, Black and Tan	3 40
Metal Outfits, Black and Tan	3 80
Creams, Black and Tan.....	1 10
White Cleaner	1 10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.. 1 20

Yeast for bakers, 12½ lb. cartons; per carton, $1.25.

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$	0 60
Bobs, 6s and 12s, 12 snd 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c.....	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 89
Forest and Stream, ¼s, ½s and 1-lb. tins	0 86
Forest and Stream, 1-lb. glass humidors	1 00

ORANGE DAY

March 10th

Had Big Sales and Going Strong

3 CAR

Arrived This Week

California Sunkist Oranges

All Sizes. Prices Reasonable.

Also

Spanish and Domestic Onions
Car Florida Cabbage
Fresh Cocoanuts

Isle of Pines and Porto Rico

Grape Fruit

THE HOUSE OF QUALITY

HUGH WALKER & SON

GUELPH, ONT.

Established 1861

Spanish Onions

California Lemons

Navel and Florida Oranges

Tomatoes, Pineapples, Cauliflower

The best selections from the Southern Markets at your service.

WHITE & CO., LIMITED

Wholesale Fruits and Fish

TORONTO and HAMILTON

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples, Bananas, Citrus Fruits Cranberries, etc.

25 CHURCH ST. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

For more than a quarter of a century

McVitie & Price's DIGESTIVE BISCUITS

have steadily increased in popular favour.

Quality is the first and last word in the Manufacture of these Biscuits.

The natural, soluble phosphates of the grain are retained and the Biscuits have a high nutritive value and delicious flavour.

Supplies can be obtained from the following:
C. E. Choat & Co., Halifax; McVitie & Price of Canada, Ltd., Montreal; Richards & Brown, Ltd., Winnipeg; The Campbell, Wilson Co.'s Branches in Saskatchewan and Alberta; Kelly, Douglas & Co., Ltd., Vancouver.

A BIG seller is "Lively Polly"—an everyday seller that puts the profits where they belong. Prove it through a trial order and a little display.

J. HARGREAVES AND SONS
LIVERPOOL, ENGLAND

Canadian Agents: McLellan Import Co., 301 Read Bldg. MONTREAL

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THE LAPORTE-MARTIN LIMITÉE ANNOUNCER

MONTREAL MARCH 16th, 1917

Rice

The market for this article has been without any special features until a few weeks ago.

The advertising which this article has received has stimulated the demand and stocks are decreasing rapidly.

For the present the Southern farmer controls the Carolina Market, and is holding for higher prices, which the Millers must pay him, because their stocks are depleted. As for the Siams and Rangoons, the freight situation is a big factor in sending prices up, as rates are increasing all the time.

We look forward to higher prices and urge you to anticipate your requirements. Write us immediately about prices and samples, as we have covered you by buying large stocks of Rice before the advance.

Our Advertising Department will gladly give you advertising tips to help you increase your rice business. *Write us.*

Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street, Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

A FIRST-CLASS OPPORTUNITY TO SECURE an established business of staple dry goods, crockery and groceries in town of Simcoe. Stock about $7,000. R. Edmunds, Simcoe.

FIRST-CLASS GENERAL STORE IN heart of Niagara District. Good, clean stock, about $6,000, at a low rate. Turnover $30,000 annually. Box 217, Canadian Grocer.

WELL ESTABLISHED GENERAL STORE and dwelling, in a lively western town, turnover $100,000 yearly. Hardware, Groceries and Dry Goods. A good proposition for the right party. Good reasons for selling. Apply to Box 218, Canadian Grocer.

McCASKEY REGISTER (420 ACCOUNTS) and Grimsby Fruit Stand, both as good as new, will sell cheap for cash, as the owner has given up business. J. A. Gillett, Aylmer, Ont.

A 640-ACCOUNT, McCASKEY REGISTER, practically new will sell cheap for cash, reason for selling ,doing a cash business, can recommend register. R. A. Wells, Dresden, Ont.

AGENCY WANTED

MANUFACTURERS' AGENT WANTS ANother good, saleable line to sell on commission to the grocery trade in London, Ontario, or London and surrounding territory. Energetic representation assured. References given. E. L. Williams, 193 Cheapside St., London, Ont.

GROCERS—WE CAN PUT YOU IN LINE for the big profits—don't let the other fellow grab them all the time. Get in on the ground floor and manufacture your own goods; easily done in spare time. Write us to-day, we will show you how to get up to 500% profit. Address Box 220, Grocer.

Want Ads.

Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

We are Wholesale Importers of

Peanuts Canned Crab

Oriental and Australian Goods

Canadian Distributors of

"WASHCLEAN"

Gold Medal Labor Saver for

Washing Clothes Without Rubbing

(2,000,000 users

Direct Supply Association

509 Belmont House Victoria, B.C.

LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER

E. PULLAN TORONTO

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS

36 James St. South, Hamilton, Ontario.

Try MANN & CO. for

FANCY POULTRY

Roasting Chickens, Boiling Chickens, Ducks, Geese, Turkeys.

C. A. MANN & CO.

78 KING ST. LONDON, ONT.

Kindly mention this paper when writing advertiser

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

This Attractive Show Case FREE!

Here is a fine show case which you can have FREE, if you give us an order as per specifications following. This show case is a salesman—a good-looking salesman. It is a silent salesman—one to whom no wages need to be paid. It works for you all day and every day, and will put many a nickel in the till. Literally, thousands of these show cases are now at work in Canadian stores. Why shouldn't one be at work in your store?

Mintees

A Mellow Peppermint Confection. Good after eating and smoking. Children like them, and everybody likes them. Wrapped in tin-foil. 20 rolls in display box. Costs the dealer 65c.

Cintees

Genuine Cinnamon Flavor. Purifies and Perfumes the breath. Good for young and old. Each roll wrapped in tin foil. Handy for pocket. 20 rolls in display box. Costs dealer 65c.

Clovees

Genuine Clove Flavor. Good after smoking. Absolutely pure. Aids digestion. Boys, Girls and Grownups like them. Each roll tin-foil wrapped. 20 rolls in display box. Costs dealer 65c.

Wintees

A Mellow Wintergreen Confection. A Favorite flavor. A breath-purifier. Enjoyed after meals. The children want them. Each roll wrapped in tin foil. 20 rolls in display box. Costs the dealer 65c.

A profit of $3.50 on an investment of $6.50

To get this attractive and profit-making show case, you send your wholesale house an order for the Show Case and 10 boxes of assorted Mintees, Wintees, Cintees and Clovees. Each box of tablets (see small illustration), contains two 5-cent rolls. The price of these ten boxes (each yielding one dollar in sales) is $6.50 (at the regular rate of 65 cents a box). That is, these ten boxes bring $10.00. This is a profit of $3.50—over 50%.

And the show case free

Read in the panel to the left descriptions of Mintees, Cintees, Clovees and Wintees. Note their uses and appeal. Show these goods, and your customers will part with their odd change—of their own accord. Go after this extra business—the easy business. You will be astonished—and delighted—with the way this business counts up in the course of a week, month and year. And always 50% profit and more for you!

Send It is a trifling sum you are called upon to spend. You run no risk, for these goods are sure sellers, as your early repeat order will prove to you. The value given is good. The quality of the goods is high-grade. Now send the order, and put a new salesman and profit-maker into your store. **To-da**

If your jobber cannot supply you, give us his name and we will see you are supplied.

O-Pee-Chee Gum Co.

Limited

LONDON CANADA

IN THIS ISSUE—WHY MERCHANTS FAIL IN BUSINESS.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, MARCH 23rd, 1917 No. 12

Every sale of

"Pride of Canada" Maple Goods

is replete with profit and customer satisfaction

Search the market as you will, you cannot find Maple Goods as pure and dependable in every way as these so aptly named "Pride of Canada." Long before the Government even thought of setting up laws governing the manufacture of Maple Goods, "Pride of Canada" was up to the required standard, and the fact that no standard of ours has ever been found wanting is ample evidence of their unequalled purity and goodness.

Every ounce of "Pride of Canada" Maple Goods is absolutely guaranteed

Pure maple sap, scientific manufacturing methods, scrupulous care—these are a few of the reasons why our products are the acknowledged favorities of quality lovers.

A trial supply will convince you that "Pride of Canada" is the best selling, customer-satisfying line you can sell, and repeat orders are assured.

It's the Standard of Quality.

Put in a goodly shipment now and be prepared for the coming demand.

Maple Tree Producers Association
LIMITED
58 Wellington Street, Montreal

"Swift's Premium" Ham or Bacon

Mr. DEALER: This is a part of our Easter advertisement. It will appear just before Easter in all the leading newspapers and magazines throughout Canada.

This will create a big demand for Premier Hams and Bacon. All dealers should be ready to meet this demand. Stocks are limited. Early orders given preference.

ORDER NOW.

Swift Canadian Co.
Limited

Toronto - Winnipeg - Edmonton

GAIL BORDEN EAGLE BRAND

Success

comes quickest with standard goods such as BORDEN'S

Three generations of physicians have prescribed them for their absolute fidelity to purity, quality and wholesomeness.

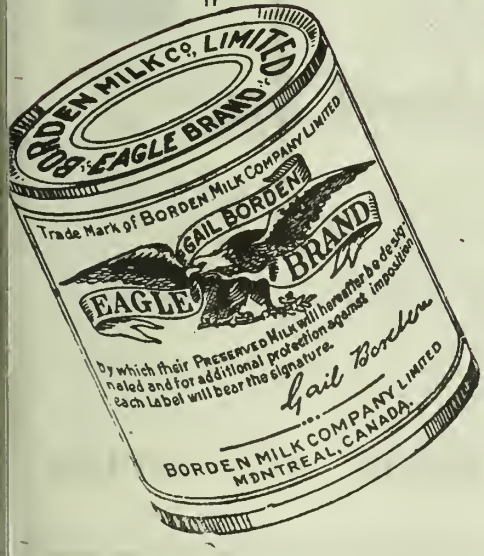
Three generations of mothers have proven their worth and goodness.

And to-day Borden's is one of the strongest and surest sellers in your line.

It is a year-round seller that quality dealers from coast to coast find worth stocking. Are you well supplied?

Any good wholesaler will ship you Borden's, and a trial means that you'll sell it right along.

Begin to-day.


BORDEN MILK Co. LIMITED
EAGLE BRAND
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE
BRAND
By which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

Borden Milk Co., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

ENO'S "FRUIT SALT"

is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.

Order a bottle TO-DAY from your dealer.

Prepared only by

J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.

Agents for Canada: Harold F. Ritchie & Co., Limited 10 McCaul St., TORONTO

The pleasant-to-take ounce *of* prevention

With warm weather come fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant, mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

Don't stock—but sell it. Show it in your counter and window displays.

J. C. Eno, Limited, "Fruit Salt" Works

LONDON, ENGLAND

Agents for the Continent of America: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto

Most good dealers prefer goods sealed with Anchor Caps

They know the pulling power of definite security of unquestioned quality.

They know that goods sealed with Anchor Caps come to the user's table with the same freshness, and full delicious flavor as when they left the maker's cauldrons.

They know the satisfaction of showing goods in glass jars that taste just as good as they look tempting.

They know that glass containers and Anchor Caps make the best sales-bringing displays—and they give them the prominent place in their displays.

They know that **your** goods, **your** lines will win their heartiest enthusiasm and co-operation when you give them the advantages of Anchor Caps.

May we demonstrate them for you in your own factory? No obligation; write us to-day.

Anchor Cap & Closure Corporation of Canada

LIMITED

If any advertisement interests you, tear it out now and place with letters to be answered.

Sell RICE

It's the logical substitute for the expensive potato

Every day more and more people are dispensing with potatoes. Their cost is exorbitant and hence the growing demand for Rice. Retailers should feature **it constantly,** and **feature it strongly** in window and counter displays. Stock up.

Mount Royal Milling and Mfg. Company
D. W. Ross & Co'y., Agents, Montreal

The Demand for

WETHEY'S
ORANGE MARMALADE

Is growing every day.

Have you tried it?

If any advertisement interests you, tear it out now and place with letters to be answered.

ROYAL ACADIA SUGAR

"Every Grain Pure Cane"

—an everyday profit maker

Good sugar is a daily necessity in every home. Good cooking calls for quality sugar, that's why you'll find it good policy to stock

ROYAL ACADIA

the most dependable high-grade sweetner for any housewife.

You need not hesitate to recommend Royal Acadia for any purpose whatever. There's a grade to meet every requirement, and it's always top-notch in quality—"**every grain pure cane.**"

Royal Acadia eliminates the element of chance in sugar quality. The most particular housewife coming into your store will find in it all that her heart desires in high-grade sugar, and you will find it a worth-while profit-maker.

THE ACADIA SUGAR REFINING COMPANY, Limited

HALIFAX, CANADA

In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

NORWEGIAN SARDINES (SMALL FISH)

NOTHING LIKE IT
NO BONES
ALL MEAT

A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal
"LORD NELSON" BRAND (Brisling)

If any advertisement interests you, tear it out now and place with letters to be answered.

What National Cash Registers Do.

No. 9—Act as Reliable Secretaries.

The new National Cash Registers help all merchants by acting as reliable secretaries.

At the end of each day they furnish you with a complete itemized statement of the day's business.

They tell you the amount of every transaction. Thy tell you whether it was cash or credit, C.O.D. or approval, money paid on account or paid out.

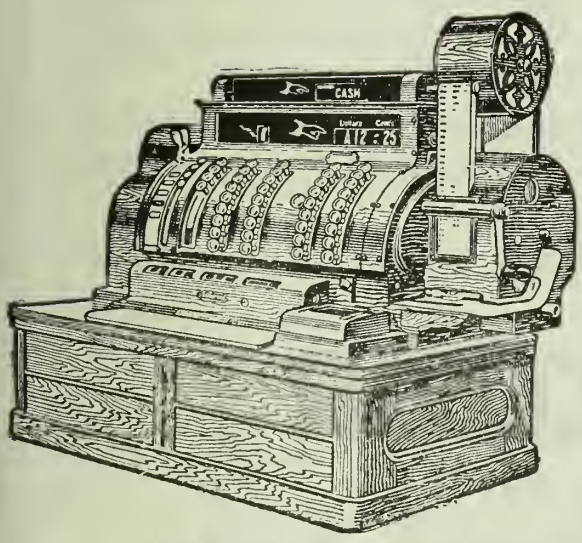
These items are accurate and complete. They are available at any time—permanent records that can be transferred to your books as unquestionable.

These "Secretaries" are always on duty. They never grow tired, never become inefficient. They work fast and willingly. They are always reliable, ready with their statements at any moment.

They will remain as a reliable and efficient throughout a lifetime, taking off your mind a burden of detail. Yet they cost less than one year's salary of a human bookkeeper.

And a man should never do what a machine can do better.

Now is the time to install machines that, as an incidental part of their service, act as efficient, ever-reliable secretaries, balancing the day's business automatically.



The National Cash Register Company of Canada, Limited

Christie Street, - TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have —— salesmen in our store. We have a register —— years old. Principal lines of merchandise are ——

Firm name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

Extra Profits for every General Merchant

If quick selling and repeat business appeal to you, Mr. General Merchant, you should take advantage of the special offer we are now making in Moore's House Colors.

We will ship you a 10-gallon assorted trial supply in different sizes, at a specially attractive price. This will enable you to test the selling value of Moore's guaranteed quality paints in your community.

You run no risk in stocking any Moore line. We sell on a strictly returnable basis—satisfaction or money refunded. Send along your request for our trial shipment to-day and reap your share of Moore Paint profit and satisfaction.

Benjamin Moore & Co., Limited

WEST TORONTO

Sell It For The "Family" Baking

While Purity Flour makes the finest of home-made bread, it is not just a bread flour. It is a GENERAL PURPOSE flour of the highest class. This point should be EMPHASIZED by grocers when selling it to the housewife.

The splendid quality of Purity Flour insures pie crust light, flaky and full of flavor. It makes cakes and puddings and biscuits that make the home cook proud of her baking.

Any good cook who buys Purity Flour on your recommendation will be thoroughly satisfied with her purchase.

PURITY FLOUR

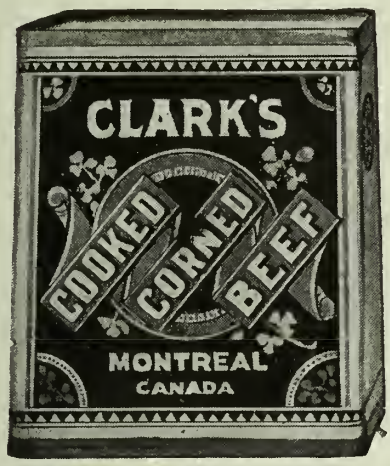
Satisfies the home cook

Western Canada Flour Mills Company, Limited

Toronto Winnipeg Calgary Goderich Montreal St. John

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S
Canned Meats, Etc.



Place your Spring orders with your jobber NOW.

PORK and BEANS

Corned Beef
Roast Beef
English Brawn
Pigs' Feet
Veal Loaf
Beef Loaf
Minced Collops
Irish Stew
Cambridge Sausage
Ox Tongue
Sliced Smoked Beef
Patès
Potted Meats
Devilled Meats
Beef Steak and Onions
Spaghetti with Tomato Sauce and Cheese, etc.

The Best Goods Bring the Best Money.

W. CLARK, LIMITED, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

California to the rescue

Sunny California, with its irrigated orchards, vineyards and truck farms, can be counted on to provide fruits for the peoples of North America and of other lands. This year Canada must depend on the dried and canned fruits and vegetables of California more than usual, and on

Griffin & Skelley's
Peaches, Plums, Apricots, Prunes and Raisins

—because domestic goods are scarce and high-priced. Get your customers in the way of relying more on *you* than on *themselves*—by giving them G. & S. goods. So will you make more money, and at the same time render an appreciated service.

Griffin's Seedless Raisins

are established favorites, They can always be relied on. The demand will be good. Have a plentiful supply. There is money in them, and the packages make a good show for counters, shelf, or window.

Order now.

Order a box from your wholesaler or direct, prepaid to-day of

HAVANA RIBBON

5c. CIGARS

Manness & Bingham
LIMITED
MFRS. LONDON

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

Confectionery Bags
Spice Bags
Peanut Bags
Jelly Bags
Lard Bags

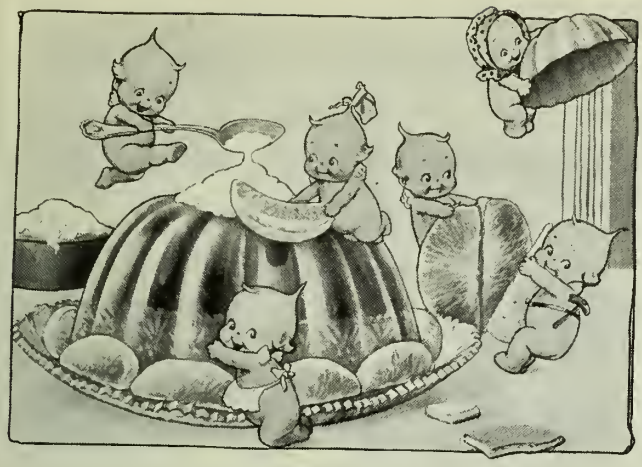
We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.
Department G
12-14-16 JOHNSTON STREET TORONTO, CAN.

If any advertisement interests you, tear it out now and place with letters to be answered.



Cook or No Cook, Anybody can Do That

Although the Kewpie Cook,

"Whose apron hangs before his legs,
Is most expert with ham and eggs."

he can make a Jell-O dessert as beautifully as if he had never done anything else.

Wag the Chief or the Carpenter could do it alone. For

JELL-O

doesn't have to be cooked. All that is necessary is a package of Jell-O, a pint of boiling water, and somebody to put them together.

That is one reason why Jell-O is so popular with your customers.

Another reason, which is particularly interesting to every grocer, is that the Jell-O quality is so high that it is good enough for "gilt-edge" trade and its cost is so low that very economical customers buy it regularly.

Made in seven pure fruit flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate. Each 10 cents.

The Genesee Pure Food Company of Canada, Limited, Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package. **MADE IN CANADA.**

Chuck full of customer satisfaction

When your customer passes over her five cents for her first purchase of **BABBITT'S** CLEANSER you can count upon selling her many more cans in the future, because the size of the can, backed by the unbeatable service this cleanser gives will convince her that it is a decidedly good buy. And there's still another selling appeal to help you move your stock quickly—**we give premiums for the trade-marks.** So that you can stock Babbitt's, secure in the knowledge that they never collect dust—they move too quickly.

Agents:

WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

Cocoanut

A high class, quick selling guaranteed line

When you consider that we have built up and consistently maintained a quality reputation extending over 22 years, you will readily perceive why this Cocoanut of ours is dependable in every particular.

Don't confound this superior line with ordinary every-day Cocoanut. A trial will dispel any doubts as to its quick-selling, money-making possibilities. Ask us to ship you. We supply

Pails of 15 and 30 lbs.,
Boxes of 50 lbs., and
Barrels of 100 lbs.

Standard Cocoanut Mills

(E. B. Thompson, Sole Proprietor)

HAMILTON, CANADA

Worcestershire Sauce

Neat, handy-sized, attractively wrapped bottles to retail at 10c.

Something that will appeal good and strong to every woman coming into your store. The appearance of the neatly wrapped bottles, the popular price, and the inimitable piquancy of the sauce itself combine to give the dealer an unusually attractive selling proposition.

Most good wholesalers stock this quick seller. If you find any difficulty in obtaining a supply, ask us and we'll ship you direct. Try one case (4 dozen), and see how it goes.

Chas. M. Edwards & Co.

(E. B. Thompson, Sole Proprietor)

20 Front St. E., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Dutch Tea Rusks

The New Breakfast Food

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

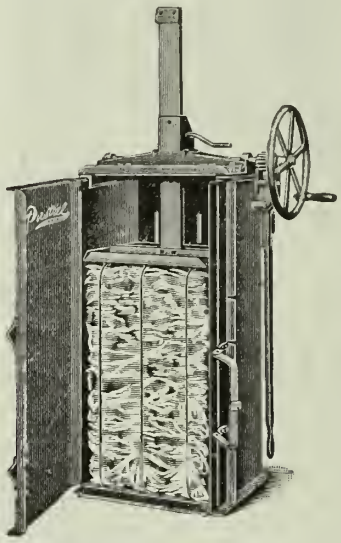
Packed 36 15c packages to the case.

The Robert Gillespie Co.
WINNIPEG, MAN.
Agents for Canada

Turn Waste Paper Into Paper Money!

The "Presteel" Fireproof Baler

will do it for you.



Just think of it! Those daily accumulations of waste paper that you've formerly regarded as so much rubbish have now a marketable value well worth considering.

And the "Presteel" puts these big profits within your reach. More than that—it reduces the fire danger to a minimum, keeps your floors neat and tidy, and is itself unbreakable and unburnable. Having fewer parts than any other baler the "Presteel" is very easily operated and being all steel will last a life time. Its special features make it superior to any other baler on the market.

A "Presteel" in your store will be a continual source of profit.

Don't burn Dollars!

May we send you full particulars/

Spielmann Agencies (Reg'd)
45 St. Alexander St., Montreal, P.Q.

Successful Merchants

invariably buy

GIPSY Stove Gloss

Order from your Wholesaler

HARGREAVES (CANADA), LIMITED
The Gray Building, 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C

Milk Products that are purely Canadian-made

We are honestly proud of the fact that our Milk Products—the only line of home-made Milk Products on the Canadian market—are ahead of all competitors in business-building, profit-making qualities.

First purchases of Malcolm Milk Products are only the forerunners of quickly growing repeat orders. Their purity and deliciousness are captivating.

Make sure of your stock and order early.

The Malcolm Condensing Co. Ltd., St. George, Ont.
"The Only Canadian Milk Company"

If any advertisement interests you, tear it out now and place with letters to be answered.

You Can't Go Wrong

in doubling your order for

E. D. Smith's

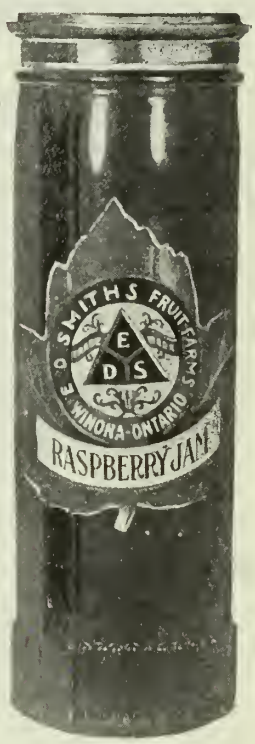
100% pure products.

You should sell several bottles to every one of your customers.

Our extensive advertising campaign has made them familiar to everyone. You need only make a display to get orders.

Your customers will accept no substitutes.

Does your stock need replenishing?



E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Nicholson & Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

C. & J. JONES

WINNIPEG - VANCOUVER

Wholesale Commission Brokers and Importers

During the fifteen years we have been on this Western market, we have built up a big business with European manufacturers. We give the same attention to Canadian and American manufacturers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

THE
Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG

Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.

DISTRIBUTION & SERVICE
from
COAST to COAST.

W. H. Escott Co.
Limited

Manufacturers' Agents
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES:
Regina Saskatoon
Calgary Edmonton

ESTABLISHED 1907

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage Storage Distribution

This space $1.00 per insertion on yearly order.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

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WESTERN PROVINCES.

F. D. COCKBURN
Grocery Broker & Manufacturers' Agent
We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue East. Winnipeg

McKelvie & Stirrett Co., Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
CALGARY ALBERTA
We solicit agencies for staple lines.

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

VARIETY is the Spice of Life

WE CARRY THE LARGEST VARIETY IN WESTERN CANADA

CHRISTIE'S BISCUITS

ROBERTSON'S CONFECTIONS

CANDY SPECIALTIES

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents
145 Portage Ave. East, WINNIPEG

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES (CONTINUED).

The REGINA STORAGE & FORWARDING CO., Ltd.
Halifax and Sixth Avenue, REGINA, SASK.
WAREHOUSING CAR DISTRIBUTING COLD STORAGE

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

One Inch Space
$1.00 Per Issue
on Yearly Order.

C. S. Turner Co.
147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE
They are carefully selected and packed for the Canadian trade, in cases of 10, 15, 30 or 50 lbs. each, containing ¼, ½ or 1-lb. packets, or assorted.
Orders Executed Promptly, Direct or Through
R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. MONTREAL

How Much
EXTRA MONEY
are you in need of right now? Is the income sufficient to meet your requirements and allow you to take in a few little luxuries of life?
If it isn't and you have, say, two or three hours daily that you can spare, we'll tell you how to add to your weekly earnings any reasonable amount of money. Say on your "Post Card"—"Please send me full particulars of your money-making plan for spare time workers."
The MacLean Publishing Co., Ltd.
143-153 University Ave. - TORONTO, CANADA

Building a Home
This is the title of a book, designed to inform all those about to build a new home, or make over an old one, concerning the problems which arise inevitably, such as
choosing the site
the owner's own ideas
selecting the architect
choosing a builder
the construction of the home
and so on.
The book has been prepared by H. W. Desmond, editor of the *Architectural Record,* and H. W. Frohne, associate editor, and so is the work of men of broad experience and fine judgment.
This volume is very handsomely put up, and is worth many times its price to every prospective builder. Sent post paid on receipt of price, $1.50, with 15c extra for postage.
The MacLean Publishing Co., Limited
143 University Avenue -:- Toronto, Ontario

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MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

Turnips and Potatoes

What have you to offer?

We will find you a market.

Communicate with us by wire or letter. State quantity and price.

WHITE & McCART, LIMITED

309-310 Board of Trade Building
TORONTO - - ONTARIO

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery Brokers
Open for one or two good Canadian Agencies.
TORONTO WINNIPEG CALGARY

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:

Edmund Littler,
169 William St., Montreal, P.Q.

W. Geo. Varty,
29 Melinda St., Toronto, Ont.

W. G. Kyle,
261 Stanley St., Winnipeg, Man.

E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Raisins

Special Price on Spot

Thompson Seedless

SAMPLES IF WANTED

W. H. Millman & Sons
Wholesale Grocers' Brokers
TORONTO

The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.

We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen.
(Get in touch with us.)

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in CANADIAN GROCER and let it assist you in filling your needs.

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

OPEN FOR AGENCY FOR THE
CITY OF OTTAWA
Satisfaction Guaranteed.
Best of Reference.
M. M. WALSH
310 BAY ST. OTTAWA

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue,
Toronto.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTIZER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

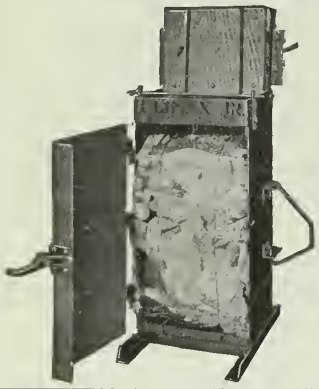
QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.
BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers.
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagné Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

A condenesd ad. in this paper will bring replies from all parts of Canada.

WASTE PAPER PRICES

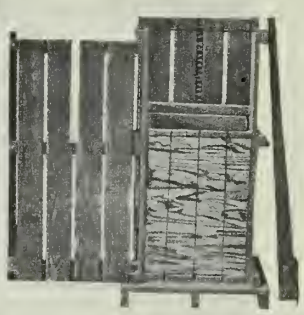


were never as high. Paper mills are simply up against it for raw materials. An

ALL STEEL
CLIMAX
FIREPROOF

BALING PRESS
will earn money for you every day.
Made in 12 sizes.
CLIMAX BALER CO.
Burton St., Hamilton, Ont.

Substantial Revenue and Store Tidiness



Are two outstanding features you gain by the installation of the Jewel Paper Baler.
Don't throw away or burn your waste paper and cardboard, *bale it and bank the money.*
You will find the "Jewel" a positive convenience in keeping your premises clean and tidy. The fire risk in loose paper is entirely eliminated.

A card will bring all particulars re baler and your best market.

General Sales Co.
Stair Bldg. TORONTO

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

MAINTAINING A STANDARD

The Red Rose Tea standard has always been a very high one. Quality has been the first consideration from the time our first package was put on the market 22 years ago.

To-day, with the market so very high and unsettled, we are, if anything, even more careful in maintaining the high standard of Red Rose Tea.

The retail trade can sell Red Rose Tea with every confidence, as we guarantee that this quality will be as strictly maintained as it has been in the past.

T. H. Estabrooks Co., Limited

St. John **TORONTO** **Winnipeg**

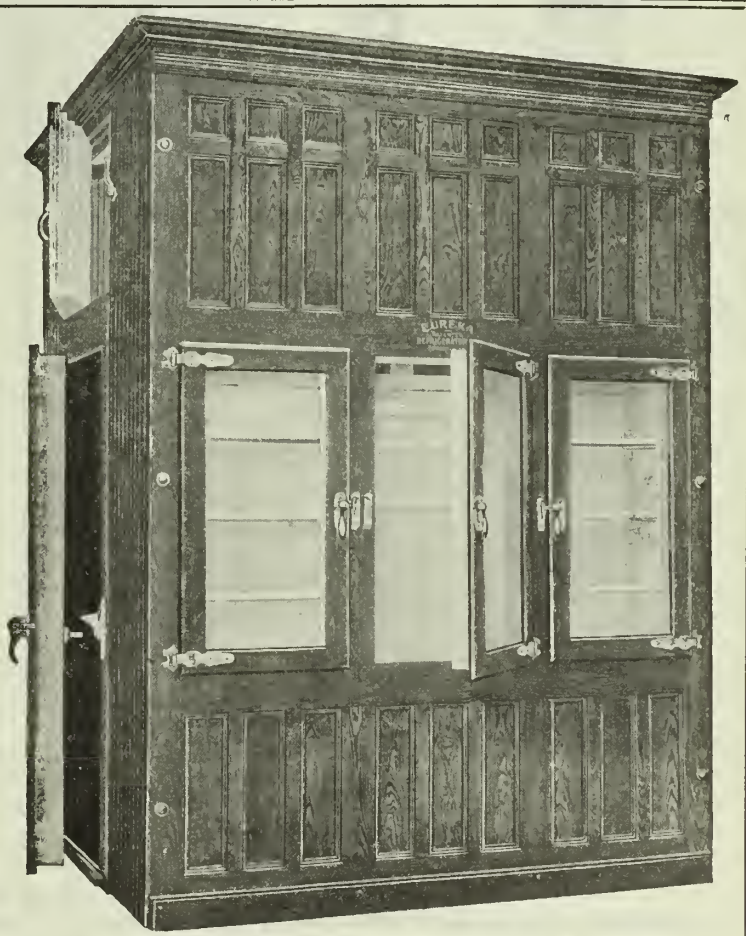
Comparison invariably sells the

Eureka Refrigerator

That's just why we want you to compare it. We know that your own keen judgment will quickly perceive the manifold advantages of the Eureka System.

For no other refrigerator on the market has so many practical patented features, not the least of which is the **Centre Warm Air Flues Across Ceiling of Cooling Room.** No other refrigerator will so securely preserve and so advantageously display your stocks of perishables.

Don't let the warm weather catch up with you without securing yourself against spoiled goods and lost profits. Send a postcard to-day for full particulars of the Eureka. Just see for yourself what real refrigeration means.



Eureka Refrigerator Co., Ltd.

Brock Ave. Noble St. Earnbridge St.
Phone Park 513
Head Office and Showrooms:
27-31 Brock Ave. Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Particular People Prefer

SAVORA

And quality grocers the country over find that it is a mighty profitable line to push.

Get the housewife acquainted with Savora and she'll surely come back for more. There is a delicious appetite whetting quality about this condiment that captivates the most discriminating.

Are you well supplied?

MAGOR, SON & CO., Limited

30 Church Street, TORONTO **191 St. Paul St., MONTREAL**

AGENTS FOR THE DOMINION OF CANADA

Barnes

—*the Grape Juice*

that sells and satisfies

Grocers handling Barnes' Grape Juice (and they are many) will tell you that it's a seller from the drop of the hat—that its purity, its delicious, sparkling goodness make lasting friends of the most hard-to-please people.

Which is not to be wondered at when you consider that every drop of Barnes' is pure, unfermented Concord Grape Juice, unspoiled and unadulterated. It's the real, common-sense temperance drink—the favorite of the many.

Put a stock on display now — suggest it to your customers. The profits are good.

The Ontario Grape Growing and Wine Manufacturing Co.

ST. CATHARINES, ONT.

BREAD

Is in everyone's mouth these days.

Improve the Bread. Improve the Health.

Improve the Profit. Improve the Savings.

Ho-Mayde Bread Improver

will do it.

It will make money for you.

It will save money for your customers.

It is a wonderful help in the making of a Larger—Lighter—and Better Flavored Loaf, which will not dry out so quickly.

It is a boon to all who make Home-made Bread.

Get in touch with us to-day.

Ho-Mayde Products Co.

23 SCOTT STREET, TORONTO

Western Agents: C. & J. Jones, Portage Ave., Winnipeg

Agents Wanted for Maritime Provinces

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXI. TORONTO, MARCH 23, 1917 No. 12

Unite to Fight Adverse Legislation

Strong Arguments Against Mail Order Houses—E. F. B. Johnston, Outlines What a Combine Is and Upholds the Wholesalers' Position—Will Present a United Front to the Order-in-Council Investigation and the Knowles Bill

A LARGE gathering of wholesalers, manufacturers, and representatives of the Dominion Board of the Retail Merchants' Association, met at the call of the latter in the Board of Trade Rooms, Toronto, on Monday of this week.

After a day's discussion of matters pertaining to the high cost of living investigation, the wholesalers and manufacturers present pledged themselves to support the Retail Merchants' Association in any action they should take in urging the appointment of an Inland Trade Commission, and in challenging the activities of the Minister of Labor and his subordinates in their investigation under the powers they claimed were delegated to them by the Order-in-Council, and also in using every effort to defeat the Knowles Bill, which aims to make all forms of trade agreements illegal. The representatives of the gathering unanimously agreed not only to support with the weight of their opinion, but with whatever financial aid may be necessary.

E. M. Trowern, the Dominion Secretary of the R. M. A., in presenting the case for the retailers, spoke of an interview he had had with the Minister of Labor, who had asked him if there was such a thing as a contract selling plan. Mr. Trowern admitted that there was, and provided him with blank agreements of the Shredded Wheat Company, and the Canada Sauce & Vinegar Co.

Not An Investigation, but a Persecution

"On the head of this investigation," continued Mr. Trowern, "which is not an investigation, but a persecution, comes Mr. Knowles, of Moose Jaw, who claims the powers of the Order-in-Council are not sufficient, and has proposed a bill making all setting of prices illegal. In all this there has been no effort to find out how all this legislation will effect the merchant.

"There is a sinister influence behind all this and I will tell you what it is. It is the influence of the mail order house. For 20 years the Retail Merchants' Association have stood for honest trading; the mail order houses have not done so."

E. G. HENDERSON,
of the Canadian Salt Co., Windsor. A champion of the wholesaler.

Harsh Words for Mail Order House

Horace Chevrier, President of the Retail Merchants' Association, urged still another side of the question. He spoke of the way the mail order houses were drying up the activities of the smaller communities. "In the West, in places where there were formerly seven or eight stores, now there are only three or four," he stated. The communities where the community store exists are doomed, unless we find some way of meeting this menace. The mail order houses are a ruthless, unscrupulous organization; they are after a centralization, irrespective of what it may mean to any one. I have seen scores of manufacturers grow up, prosper a few years, and then disappear because they depended on the trade of the mail order houses.

"A few years ago it was the catalogue houses who, by devious methods, carefully disguised, urged the introduction of the parcel post. The manufacturer and wholesaler were not aware of the danger and you and we have suffered from it ever since. Now, by devious and tortuous methods the mail order houses are again taking advantage of the atmosphere of enquiry that prevails by reason of the High Cost of Living. Taking advantage of this they have not appealed to commerce to investigate commerce, but for the Department of Labor to become the henchman of the mail order houses.

"Unless we face this question we will have to pay the price of apathy.

"In facing this question we must oppose ourselves to the Knowles Bill, the Order-in-Council, and the High Cost of Living investigation, and we must fight for the appointment of the Inland Trade Commission. We must justify the righteousness of the contract selling plan.

Retailer Accepts Burden of Fight

"The burden of the fight rests upon the retail merchant. Why? Because the weapons seem to have been given into our hands. We are more closely in touch with the people at large; we are able to influence them from coast to coast through our organization which you with your less direct influence could not possibly do. We have the arms and we have the men, your contribution to this campaign must be the munitions. Only with this co-operation can we succeed, and protect trade and commerce from the heaviest yoke that has ever been put upon it."

Will Beat Wholesalers to Their Knees

In the discussion that followed, G. Fitzgerald, of F. J. Castle Co., Ottawa, spoke of an interview he had with Mr. O'Connor, on the question of the equa-

lized sugar rate. Mr. O'Connor had started to him that they had not started out with any intention of antagonizing the wholesaler, but now that the wholesaler had proved antagonistic, it was the intention of the Department to beat the wholesaler to his knees.

Mr. O'Connor agreed that the method of distributing sugar was the most economical, and that 25c a hundred was not a high charge, but why, he asked, did you not make it legal? Now is it or is it not legal? asked Mr. Fitzgerald. If it is not, you have on your trail a man who says he is going to beat you to your knees, and who has a good job that he is anxious to keep as long as may be, and will therefore have an added incentive for his activities."

Dealing Through Wholesaler a Legitimate Method

"I came here to find out if I am a criminal or not," stated E. G. Henderson, of the Canadian Salt Co., of Windsor. "But in our discussion, let us justify the method in which we do business before the public without any dragging in of political questions.

"I defy any man to prove that dealing through the wholesaler is not a proper method. It is not possible for us to have agents in every community. The wholesaler is our agent. Is there anything criminal in that? We are charged with being criminal because we have a fixed price, but how otherwise could we do justice to our customers? Let us do all in our power to justify the holding of these agreements to the public."

Asking the Manufacturers' Support

W. T. Smye, of Balfour, Smye, Hamilton, stated that there was need for co-operation among all the interests. He did not want to be the goat. "You manufacturers have an agreement with us whereby we sell your goods for a remuneration. Now what are we going to do in the case of action? Are we going to let one man take service, or are we going to let our lawyer take service for us, and all stand behind him? If you manufacturers are going to fall down, then we can do nothing, but if you are going to fight this point there isn't a man in this room who will not fight with you, and do our best to establish this legitimate method of trade."

Some Plain Words for Mr. O'Connor

"I have never, after 40 years at the bar," stated E. F. B. Johnston, "read letters couched in such terms as some of the letters received from the Minister of Labor and Mr. O'Connor. I believe that this department should act judicially, they are acting as a prosecution. They have taken the standpoint that you are all criminals, and have stated in plain language that the wholesale dealers are criminals and subject to punishment under the Order-in-Council. If the investigation is undertaken in that spirit, you need not expect any particular aid in your difficulties.

THE RESOLUTION PLEDGING THE SUPPORT OF MANUFACTURERS AND WHOLESALERS.

A meeting of manufacturers, wholesalers and retailers, here assembled to-day are of the opinion:

1. That it is a mistake for the Department of Labor to disturb the present method of internal commerce namely, manufacturers selling through wholesaler and retailer, and on to the public by the contract selling plan.

2. The best interests of the consumer, as well as of all sections of the trade engaged in supplying his needs will be served by maintaining this custom of trade.

Therefore be it resolved that we pledge ourselves to support the Retail Merchants' Association of Canada incorporated, by every means in our power in their endeavor to have an Inland Trade Commission appointed, and in their efforts to have the public and parliament shown the unwisdom of the Department of Labor's methods in connection with the high cost of living legislation.

It being understood that they consult with the joint committee of Manufacturers, wholesalers and Retailers appointed in Ottawa, when such assistance shall be deemed necessary.

Time to Make a Test Case

"For that reason, Mr. G. Lynch Staunton agreed with me that it was time to test the matter. It can easily be done, by letting them take action against some one party. If the case turns against you, you can change your methods of business.

Your method of doing business is not a matter decided last month; it was decided after the experience and careful consideration of 25 years.

"After reading some of the letters, I came to the conclusion that we had a man running this business who could not look beyond the pin point of his own vision.

"In thinking over the matter the other day, I thought—It would appear that we have in Canada a Czar who attempts to exercise more power than the Czar of Russia. The next day I read in the paper that the Russian Czar was no more. You have individually a duty to yourselves to perform; to make an honest, lawful living. But if you are willing to be compelled to sacrifice your business and lose money thereby, because someone's interpretation of the law differs from yours, then you are not doing your duty to yourself.

Has Faith in the Word of the Trade

"When I hear some of these men swear that they are doing business at the lowest possible figure, then, if there were 50 O'Connors stating differently, I wouldn't believe one of them. If you are doing business in an expensive fashion, even if you are not profiting thereby, then you are not doing your duty by the public. You want to get some system that will reduce the handling of a commodity to the lowest possible cost, and then you want protection for putting this into operation. That system I believe you have in the equalized sugar rate.

What is a Combination?

"There is some confusion in the interpretation of the terms of the Order-in-Council. A combination or conspiracy is a union of two or more minds to do an illegal act; the mere union is nothing. To be conspiracy there must be the intention to do an illegal act. If you have joined together to limit trade, then you are doing an illegal act, but, according to the evidence, you haven't limited trade or the manufacture of a product for a moment. The union has been to lower the price. If you are right about that, then Mr. O'Connor is wrong when he says that the combination itself is an offence. The only thing you have to consider is, have you conspired to increase prices? But many reputable men have sworn that your actions have lowered rather than enhanced the price.

Wanted a Business-like Decision

"My idea would be to repeat the letters that have been declared satisfactory. If that did not satisfy the Department of Labor, then I would fight. Have a test case and get the thing settled for all time. We will do everything in our power to get at the facts. If I were you I wouldn't get on my knees except to pray to the Lord to destroy your enemies. Until you get a decision from a balanced business mind who knows all the facts, so that there will be a co-ordination, not only between yourselves and the Government, but between yourselves and the people at large, you will never have a settled business method."

John F. Orde, legal representative of the E. B. Eddy Co., stated that any manufacturer had the right to refuse to

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Inside Display as a Selling Factor

How Untidy Methods Militate Against the Success of a Store — The Actual Selling Value of Attractive Display Illustrated—Some Suggestions Offered

IN the average grocery store, even those which devote considerable time to window displays, there is a painful lack of attention to the matter of inside display.

Of course, in any well equipped grocery there is a certain system of shelf display, that goes without saying. But what about the display of goods that do not naturally lend themselves to this manner of treatment; the things that a merchant brings back from market, or from the fruit jobbers?

Not infrequently such goods are strewn around the floor in every manner of confusion. This confusion is neither advantageous to the value of the goods themselves nor yet to their saleable qualities. The eye of the prospective customer naturally gains an impression of confusion, of untidiness, and while there may be no reason in the world for this conclusion, there is a not unnatural tendency to consider these articles unwholesome.

Appearance as a Selling Factor

A very large percentage of the selling value of a package lies in its attractive appearance. Many merchants refuse to believe this; but it is a fact proved by long experience.

Why do orange packers go to heavy expense to get the attractive colored labels for the ends of their boxes? They do not add one iota to the actual quality of the product. They do so because long experience has proved to them that an attractively branded box of oranges will sell, while a box with a plain brand will remain on the jobber's hands.

What was the value of the advertising campaign, that featured a certain talcum powder with the words: "We couldn't improve the powder, so we improved the box"? The manufacturers of that product realized that there was a selling power attached to the very package in which the goods were sold.

Now, if this is true of general products, why should it cease to be true when applied to a store? The truth of the matter is that it does not cease to be so; it may often be ignored to the proprietor's loss, but it never ceases to be so. The corner fruit store sells more

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Convention of New Brunswick R.M.A.

Members Endorse Daylight Saving Scheme—Dominion Board of Trade and Commerce Approved—Interesting Addresses on Lively Current Topics — A Full Report

THE third annual convention of the New Brunswick Branch of the Retail Merchants' Association of Canada, which was held in St. John on March 13 and 14, proved both interesting and inspiring. Some of the matters dealt with were: The retailer's part in community development, the approbation evil, net profits and business costs, bureaus of information and the daylight saving plan. There was representative attendance from all parts of the province.

The convention was opened on Wednesday afternoon with addresses of welcome by the Mayor, president of the Board of Trade, and president of the St. John branch, with replies by the vice-president, W. G. DeWolfe, of St. Stephen, in the absence of the president. After the transaction of routine business the Dominion president, Horace Chevrier, of Winnipeg, was called on for an address on "Co-operation in Community Development."

Mr. Chevrier's idea of community betterment was based chiefly upon the ability of the merchants to get together, to save the community, and carrying it to the highest point of efficiency and development.

"Don't look upon your competitor as an enemy," said the speaker. "because, if you do you will have a community where dislike, distrust and ill feeling will grow, and that means community decay. Co-operate, boost, unite all the time; that is community betterment. Then you will all share results from making your surroundings bigger, better, and more profitable."

He said, making attractive fronts, having stores that children could buy in equally as well as adults without the fear of being "robbed," of having clean streets, an association taking part in sports, concerts, and activities that help to develop the boy, and striving to eliminate mail order competition that comes from afar, and learning themselves to trade as much within the community as possible, were points that the retail merchant could well bear in mind .

"Borrow at home, get your orders at home, get the doctors to join your association, for they can give you more information as to people's credit than any other men in the city, keep a lookout for the clean and upright public office holder, and get the people to drop the catalogue habit, purchasing from firms that never contribute a penny towards the upkeep of the city," said the speaker.

Banquet in Evening

More than 200 plates were set for the banquet in the evening. This was the crowning event of the first day's programme. The banquet brought together more retail merchants than have ever been brought together in the province at one time. A. O. Skinner acted as toastmaster.

In the absence of W. B. Bishop, who was to propose the toast to the Retail Merchants' Association of Canada, T. H. Estabrooks made the proposal. Mr. Estabrooks said the men of the association should acquaint those who did not belong to it with its purposes and its aim, and teach them as well as the general public how greater profits could be derived and conditions improved generally.

HORACE CHEVRIER, Winnipeg, President of the R.M.A.

Mr. Chevrier's Address

Mr. Chevrier responded to the toast. In beginning, he described the Dominion Board at length. He told why it was a Dominion association, and how it could be put to the use of making the men of to-day better for to-morrow. Its keystone, he said, was organization for the good of all.

The speaker then turned to the work of the local board. He said it should remove such things as would jeopardize the merchant and those about him. "Each board should have 'clean up' campaigns," declared Mr. Chevrier, "for it is only by removing the objectionable features that one can hope to improve community conditions. It should not overlook education. Ontario, largely because of the work of its provincial retail merchants' associations, has agreed to pay two-thirds of the cost of maintaining a technical night school." Mr. Chevrier also advocated a bureau of information, commercial libraries, and other means that might tend to educate the people along commercial lines."

Fifteen years was the time he gave for a merchant to acquire his training and experience. An inter-provincial association was urged on the ground of protection and, as having influence with the Dominion Government in preventing the enactment of any harmful legislation. He touched upon the parcels post, and declared that there should be an equality of charges.

The toast to "Our Guests" was proposed by E. L. Rising and responded to by the presidents of the Fredericton, Woodstock, St. Stephen, and Sackville branches, and by representatives of the Moncton and Newcastle branches.

The Thursday Session

The Thursday morning session opened at nine-thirty o'clock, with F. W. Daniel in the chair. The first business was the reception reports from branches. Reports were given by G. B. True and Robert Strain, Woodstock; W. G. DeWolfe, St. Stephen; C. H. Edgecombe and Howard Rogers, Fredericton, and J. W. Smith, Hampton. All told of a year of considerable activity and prospects for even better work in the future. The Provincial Secretary, Robert Reid, reported that there had been nine meetings of the executive since the convention last April.

At a meeting on April 21 the president, with the sanction of the Dominion secretary, appointed an advisory committee, composed of Messrs. Skinner, Hawker, McGivern and H. Rising, to confer with the executive. At this meeting, N. C. Cameron tendered his resignation as provincial secretary and the position was offered to and accepted by the present secretary. The executive then also notified the Asepto Soap Company that there would be no further manufacture of soap or soap powder on behalf of or in name of the association

A provincial rally was held on September 19 and 20 in St. John and proved successful.

A legislative committee consisting of A. Murray, F. W. Daniel, W. G. DeWolfe, A. E. McSweeney and A. O. Skinner was appointed at the meeting on October 5.

At a meeting on November 7 the Dominion secretary and treasurer were present and submitted the suggestion that the fee be raised to $10 a year. Of this amount $1 would go to the Dominion Board, $4 for organization work; $1 to the local branch and $4 for the provincial office, the Dominion board to take over and administer the organization. This proposal was accepted.

At a meeting on January 22 it was decided to submit to the convention proposals to make the fees payable semi-annually and to appoint a special consultation committee or a business expert to aid the members.

During the year the secretary had attended twenty-three meetings of local branches; had toured the province with the Dominion secretary in November; had, through the Dominion authorities, put an end to smuggling between Houlton, Me., and Woodstock; had traveled 3,908 miles; assisted in the elimination of selling by wholesalers to consumers; secured the increase of business fee for imported slaughter sales in St. John from $20 to $500, and in Moncton from $100 to $1,000, and transacted considerable other business.

Goods on Approbation

A feature of the afternoon session was a paper on "the Approbation Evil," by S. C. Young, vice-president of Scovil Bros., Ltd., who said:—

"The following are a few facts in connection with the above evil which speak very strongly for its being abolished:

"First, from the merchant's standpoint a great many bad accounts are traceable to the practice of sending goods on approval to parties to whom straight credit would be refused. For instance, a salesman has a request from a customer for a number of articles or garments on approval; a conference takes place with the credit man with the result that the goods are sent, also with the understanding that should anything be seelcted, immediate payment is expected; result—in a great many cases, a bad account.

"Another very bad feature of this habit (for it is certainly nothing more than a habit with a large number of people), is the fact that sales are constantly being lost in consequence of hundreds of dollars' worth of saleable goods being out on approval, two-thirds of which are never kept, while had these same goods been in stock, many a sale would have been saved.

"Then, again, in the wearing apparel department, for instance, in the majority of cases, after one, two, or even three lots of goods have been sent on approval to be tried on at the home, the party to be fitted has to come to the store to be fitted in the end, and right here I might say that in many cases when goods are chosen from those sent to the house, that had the garment been fitted at the store a better fit and more satisfactory garment would have been the result.

"Then there is always the fact to contend with that when perishable goods have been sent on approval several times they have depreciated to such an extent that the very people who ask for goods on approval refuse to accept these at their original price.

"To my mind the one strong feature that should appeal most to the purchaser is the fact that if there were no approbation they would have the advantage of buying from a well assorted stock instead of making a purchase from a depleted stock, owing to the number of garments always out on approval.

"How often a salesman hears the remark: 'I wish you had had that in stock when I wanted to purchase one the other day, but I found something elsewhere and it will have to do now!' This is discouraging news when, as it often happens, the good referred to were out on approval at the time.

"Every merchant knows the trouble that crops up every time the accounts are sent out and the office is besieged by angry customers, and it is always the same old story: 'Why, yes, we had those goods out on approval, but we sent them back.'

"From the above remarks it can clearly be seen that there are advantages to be gained by the merchant and customer alike, and the time has arrived when a concerted effort should be made by the storekeepers in general to discontinue the 'Approbation Evil.'

"This could be accomplished by the local merchants in the men's and women's wearing apparel, boots and shoes, and other lines of business, where this custom prevails, getting together, and by working in unison adopt some definite plan which all would agree to stand by, and thus bring to an end this evil.

"This suggestion is made with a full knowledge of the objections which will be raised and that a custom which has been in vogue for generations cannot be done away with in a day; but, when the advantages to be gained, both by the merchants and customers are taken into account, surely it is worthy of serious consideration.

"It is hardly necessary to point out to the storekeeper the saving in cost of delivery, which with the added work of calling again for parcels, in many cases several times, the depreciation of perishable goods, the many sales lost from goods being out on approval, additional cost of bookkeeping, making of bad debts, and many other bad features.

"By using the local press to educate the buying public to the advantages of no goods on approval: First, by having a well assorted stock to choose from, fresh garments instead of soiled, the danger of contagious disease being eliminated by goods not being sent, a more satisfactory article being the result of having same fitted at the store, no disputes when accounts are rendered, and many other good reasons which could be quoted in this press campaign.

"To show that the idea is workable, it might be pointed out that in our business, which includes men's, boys' and women's ready-to-wear garments, during our semi-annual ten day sales which are held in July and January, and in which we do double the average amount of business, we send absolutely nothing on approval. In each department are a number if large show cards worded thus:

"NO GOODS SENT ON APPROVAL DURING THIS SALE."

"Our customers are given to understand through our advertising that this is not done to shield us from complaints, as our usual guarantee holds good at all times, to cheerfully exchange any article not satisfactory. During these sales it is a pleasure, as well as a financial benefit to be rid of the 'Approbation' bogey."

Favor Daylight Saving

The convention was brought to a close on Thursday afternoon with the election of officers and the adoption of several important resolutions. The association went on record in favor of having the daylight saving plan become Dominion wide, but the resolution embodying this decision was referred to the executive as regards details. It was also decided that a new office be created and that hereafter, past presidents shall be appointed to the position of honorary president of the association.

Profits and Costs

The address of E. L. Jack on "Net Profits and Business Costs," was the first thing taken up at the afternoon session.

Mr. Jack said there were five essentials for success in business life: industry, energy, persistence, imagination, and enthusiasm, and the most vital of these was enthusiasm, for without it the others were useless.

Another very vital thing to the success of any business was accuracy in figuring costs. It was necessary that everything be put in the expense account in order to arrive at the correct cost of doing business. The proprietor should include his salary in the cost in

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Inside display method used by Goodwin's, Ltd., Montreal. Note the table for customers' use when ordering, also price cards.

The Selling Force of a Bulk Display

The Public Peculiarly Responsive to the Idea of Quantity—Some Instances Where the Featuring of This Idea Has Resulted in Increased Business — Appealing to the Eye of the Purchaser by Bulk Display

THERE has been a vast deal written and spoken about the matter of displays. There are a vast number of systems and viewpoints to be considered, but in the end every system must come under the judgment of its actual selling qualities. A display that attracts, without focusing the attention toward an actual purchase is wrong somewhere, no matter how attractive this display may be.

One method that is perhaps the least often used of any is the system of displaying by bulk. Yet there are few measures that have proved so successful in actual practice as this.

Selling Tea in a Bulk Display

Some time ago the Heuther and Todd store of Guelph, featured in its window a display of teas in bulk. In that display an unusually large quantity of tea was in evidence. Aside from that there was no effort to make anything approaching a sensational display. There was the idea of quantity conveyed, however, in the large chests of tea. It was an idea that caught the public attention, and focused it on tea. As a result, from this window alone there was sold one chest of tea entire, and in smaller sales over two chests were disposed of in the course of two or three days.

Catching the Public Attention With the Original Package

Another instance that was brought to the attention of the CANADIAN GROCER lately, was instanced by the A. P. Johnson store, Ottawa. Mr. Johnson had received a shipment of English vinegars. This shipment was packed in large hogsheads. The idea suggested itself to Mr. Johnson that probably most people did not know that and would be interested in the idea if it were brought to their attention. With that idea in mind he moved the hogshead into his show window and there knocked the head out. Then he dumped the barrel on its side and shook the contents half out. It was only the matter of a few minutes to give the impression that the barrel had been carelessly broken open.

The idea more than justified Mr. Johnston's belief. People were interested, and their interest directed them to think that they could probably use a bottle of just that vinegar. As a result, in the course of a few days the whole barrel was disposed of, a sale that had the ordinary method of display on the shelf been adopted would have taken months of time.

The same idea had proved effective in selling walnuts, the great bags in which they are shipped were simply torn open and scattered carelessly on the floor of the window.

The Public Subject to the Appeal of the Superlative

Time and again it has been proved that the display of oranges in bulk has been a very great factor in their rapid sale. Even the idea of selling oranges by the bushel instead of the dozen has been tried with marked success. The public is readily caught by the suggestion of quantity. They are trained from childhood to marvel at bigness, whether it is a big house, or a big city, or a big salary. The great circus industry that flourished a decade ago before its doom was sealed by the 10-cent movie, was built up on the public's love for superlatives. The biggest, the best, the most wonderful, have always been the phrases of greatest public appeal. This is only doing with words what is done with goods in the matter of bulk display. It is suggesting the idea of bigness, the superlative quantity—the easiest road to the public favor.

In connection with this article, we are illustrating this principle worked out in window and interior display. The commodity used in this instance is canned goods. But it matters not a particle what it is as long as the display is large enough to attract the attention.

Canned goods is the natural idea of any person passing this window, just as it is the natural suggestion to anyone entering the store. It is an appeal made direct to the eye, the easiest method of appeal, and it is an appeal made on the forcible ground of bulk.

Why Do Business Men Fail?

Lack of Adaptation and Training a Serious Drawback — Overbuying and Looseness in Account Collection Also Drain on Business

ONE of the largest contributing causes to commercial failures is "lack of adaptation." At least that is the view expressed by J. H. Tregoe, secretary-treasurer of the National Association of Credit Men. Mr. Tregoe recently read a paper on "The Causes of Commercial Failures," at a meeting held in New York by the Credit Educational Committee of the New York Credit Men's Association. In referring to failures as a result of a lack of adaptation, Mr. Tregoe emphasized the fact that a business man cannot go against natural tendencies—what may be called ingrained tendencies—and the adventurer in certain fields when finding that he is ill-placed, that his enterprise arouses no enthusiasm, does not spur him on to the very best efforts, is unadapted, and must either change the tendency or make a failure of the effort.

Ability Alone Not Sufficient

Lack of training is a second contributing and an exceedingly large cause of commercial failure. Quite a number of the reasons assigned customarily for the failure of merchants may be quoted together under this head, and it is exceedingly significant. We do not say lack of ability, for an enterpriser in the commercial field may have ability, but the absence of training will render him insufficient to make a success of an enterprise.

Character Expressed in Work

A third and very important cause is ack of character. Character is not always synonymous with conscience. Character is expressed in the manner in which we do a piece of work. It reflects nterest, pride, ambition, and also conscience. A defect in character will lead t merchant to take advantage of his reditors if he can, in a financial pinch. t may lead him to neglect the proper ooks of account when he is perfectly ble to do so, and it may be the whisper that tells him how very easy it will e to put over a game on the credit man o-day and that he might as well pro- t by the ease with which credits may e obtained as have so many others.

Should Not Disregard Contracts

There are two defects in our social ystem, stated Mr. Tregoe, which lead to oseness and disorders reflected in one of the three classes above mentioned. The first is the lack of a proper regard for the contract of sale and purchase. Buyers of merchandise have not been encouraged to regard every verbal promise just as sacredly as they would a promise under a seal.

"The second is the absence of a strong morality in mercantile affairs. We are given too much to shrewd practices in the buying and selling of merchandise, in the giving and closing of credits, and have appraised at too high a figure this feature when it should have been appraised as an undesirable quality in commercial life and that it is well for a nation of traders to have the reputation of dealing with strict honesty and having morality just as firmly imbedded in their character as the ability to produce and distribute in close competition with the nations of the world.

Overbuying a Disease

"Over buying is a symptom of commercial disease. It may result from either of a number of causes. Merely rejecting an order because it is indicative of over buying does not heal the trouble. A word of counsel might be in place, but to take the risk with the hope that it can be pulled through is merely taking a gambler's chance if the cause of the over buying is not looked into.

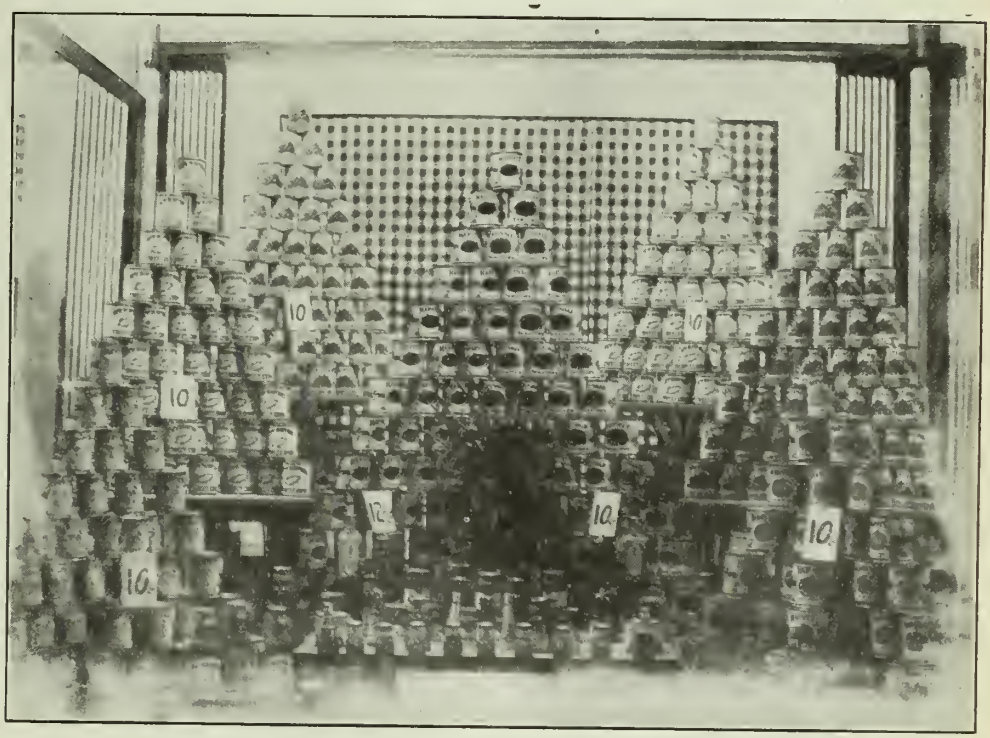
"The absence of accountancy methods, simple but efficient, in a business is a symptom that should not be neglected.

"Neglect of correspondence is another symptom which should have a proper appraisement. If a merchant does not answer a courteous communication, and especially when he is solicited for information or the payment of an account, he is lacking of the quality that we believe contributes largely to success."

Consumer Credit a Big Risk

The importance of watching collections was also referred to by the speaker, who stated that looseness in collections is another symptom which must be reckoned with by the credit man. Giving credit to consumers is a greater risk, usually, than the granting of commercial credit, and unless a merchant aims to collect his accounts within the proper time he is heading toward losses that may affect his ability to meet his own obligations and put him eventually in the ash heap of commercial failures.

The causes of commercial failure may be classed as curable or incurable. The first class should be handled effectively and from a failing condition be restored to normality and headed toward success. Prevention work can be accomplished through the close and personal touch of the credit man with his debtors. He should cultivate his touch despite the drain upon his time and the need



An effective bulk display for a window.

he feels of devoting every moment within his command to the mere business of clearing risks and closing them with dispatch.

If a lack of training is apprehended, then a word of counsel should be given him to overcome the defect and qualify himself for the conducting of a successful business. If proper books of account are not kept then the merchant should be advised that this is one of the symptoms of commercial failure, that his chances of success are reduced when he does not know with exactness what his goods cost, whether or not he is making a profit, and he cannot compete with the merchant who recognizes and is observing this requirement. If overbuying is indulged in, the merchant should be warned that this is also a symptom of commercial failure and will lead to disaster if not corrected.

Commercial failures have their causes; the causes may be traced by symptoms, and many of them are preventable.

BRANTFORD GROCERS' AND BUTCHERS' ASSOCIATION

On Tuesday of this week the Brantford Grocers' and Butchers' Association held its first regular meeting following reorganization last month. A new vigor and interest have been injected into the Association, due in no small degree to the zeal and energy of the new president, Edward Cutmore.

The feature of the meeting this week was an address on The Cost of Doing Business by John C. Kirkwood of the CANADIAN GROCER staff.

Mr. Kirkwood said that 90 per cent. of those engaged in business get no profit from their effort; and that of those who fail, 95 per cent. are doing business on a capital of $5,000 or less; also that of those who fail, 75 per cent. fail because of personal short comings.

The speaker urged grocers to do business with a full knowledge of all costs, and to provide for an adequate profit on their effort—this over and above their selling costs. He recommended that the expenses of doing business be grouped in account keeping under the following eleven heads:—

Rent	Losses
Freight	Donations and
Salaries	Subscriptions
Fixed Expense	Advertising
Delivery	Interest
Incidentals	Depreciation

How to reckon the percentage cost of doing business on the selling price and on the cost price of goods was shown, and the importance of making the proper calculation on the cost or invoice price emphasized. Also, the matter of recovering losses in sugar sales and other lines on which an inadequate gain on cost is made was very fully dealt with.

The speaker made it very clear how retailers can, if they are so minded and willed, control their sales and increase them—this to recover all costs and make a clear or net profit of $100 or more a month on their effort.

Upwards of fifty grocery and provision men were present to hear the address, and several took part in the discussion following its delivery.

Other subjects discussed at the meeting were the annual picnic of the Association and the summer weekly half holiday. It was decided to take the customary summer holiday from May to September inclusive.

SALES CONVENTION OF D. H. BAIN CO.

The managers of staff of the D. H. Bain Co., have just concluded their annual sales convention at Winnipeg, which is the headquarters of this firm of wholesale brokers and manufacturers' agents. Delegates were entertained at the Fort Garry Hotel, and among those present were several representatives of the firm's principals, such as H. R. Lipman, of Rosenberg Bros. & Co., San Francisco; H. S. Gile, of the Pheasant Fruit Juice Co., Salem, Ore., E. S. Beaman, of the American Peanut Corporation, Norfolk, Va., and L. C. Christenson, of Hard and Rand, coffee importers, New York.

During the week it was announced that business done during the past year had been exceptionally good, being almost double that of the previous year, and the hope was expressed that 1917 would be even better. The convention lasted a week during which time a number of functions of a social nature were held in the evenings. On one occasion, a luncheon was given by H. S. Gile to the delegates. Those present included M. Henderson, Edmonton, T. Philips, Edmonton, H. C. Andrew, Calgary, E. P. Magowan, Edmonton, J. M. Pascoe, Saskatoon, A. Higenbottam, Saskatoon, J. A. Rollo, Regina, D. C. Boyce, Vancouver and J. Trail. Those from the head office included D. H. Bain, head of the company, F. Archibald, J. F. Newson, L. C. Powell, and A. Baker.

THE MISTAKE OF WINDOW DISPLAYS OF EGGS

The Department of Agriculture is sending out a bulletin urging the ill effects of displaying eggs in store windows. This is a matter that every merchant should carefully safeguard. When any display method causes a deterioration of the product displayed, it ceases to be a good advertising method, so that the suggestions in the following excerpt from the department's bulletin is worthy of the most serious consideration of all the grocery trade:—

"It is a common practice at this season of the year for many retailers to advertise the increasing egg supply and the rapidly falling prices, by displaying piles of eggs in their store windows. The eggs thus exposed in many cases come under the direct rays of the sun, and are subjected to a temperature behind the plate glass window of about 100 degrees. The excessive heat resulting causes serious deterioration through evaporation, accompanied by loss of flavor. Further, at this time of the year a large percentage of the eggs marketed are fertilized, and as it is common knowledge that a temperature of 70 degrees is sufficient to start incubation, the possibility of serious deterioration will be readily seen.

"It is good business to advertise, but window displays of eggs defeat the aim of the advertiser, in that the resulting deterioration of the eggs causes dissatisfaction among consumers, and so retards consumption. Eggs should be kept in the cleanest, coolest, driest place in the store, removed from mustiness, foul odors, or other sources of contamination."

A SIDELIGHT ON THE COST OF LIVING

An interesting sidelight on the reason for the high cost of living appeared recently in the Toronto *World*. Its place of origin was Port Hope. It appears that a farmer entered the place of business of a carriage dealer and announced that he wished to purchase a buggy, when told the price was $90, he said: "My father bought a buggy exactly like that for $60, 20 years ago." The dealer remembered the sale also, and said: "Your father turned in 300 bushels of corn to pay for it. I will do better for you than I did for your father. You bring in your 300 bushels of corn and I will let you have in return one $90 buggy, one $75 wagon, one $20 suit of clothes, one $20 dress, one $5 baby dress, one crib, one $3 box of cigars, $10 worth of sugar, $10 worth of coffee, $10 worth of tea, $100 worth of gasoline, $17 worth of lubricating oil." The total figured up $365 as the present value of 300 bushels of corn. It is stated that farmer climbed back into his motor car, with the words, "I guess I haven't any kick coming on the high cost of living. Send out the $90 buggy."

A. F. Johnston, Merlin, dry goods and groceries, has been succeeded by Johnson & Hicks.

Brown Bros., Richmond, have dissolved partnership, W. J. Brown retiring.

Don't Meet Competition by Imitation

Greatest Asset of a Man or a Store is Character—Stick to Your Own Ways—Study to Strengthen Your Bulwarks—Best System for Customers' Accounts.

By Henry Johnson, Jr.

Here is a query which is always timely:

Dear Sir.—I am coming to you for a little advice. I am going to have for a competitor a co-operative store which is going to open up on or about March 15, with a meat market, fish department, candy and delicatesssen on a strictly cash basis, no delivery. Their capital is between $5000 and $6000. We are in a railroad section and heavy credit neighborhood. Would you meet their prices? Or would you let them go for a few months and see what they do?

Hoping you will give a little information on this, Yours truly, G. J. B.

Decidedly, stick to your own ways and customs.

That would be my answer in any case, but particularly in yours, for this special reason:

The credit of railroad employees is about the best kind there is. Those people must pay their just bills or lose their jobs. That has been the case for upwards of fifteen years; ever since the railroads reached the sound conclusion that it was bad business for them, also an intolerable nuisance, to have garnishment suits pending all the time.

Your trade is accustomed to credit and to your way of doing business. They are used to having their goods delivered and to all the little services implied and customarily rendered under that system. They know you and you know them. You are first on the ground, established in the community, know the folks and their preferences, and so have every advantage in meeting such a situation.

You do not say whether the other men are experienced merchants or not. Chances are they are not. Undoubtedly—especially if they are not experienced—there will be some lively times during the first few weeks. They will attempt to sell below a safe level, and try many spectacular stunts. Then there will be a day of reckoning when investigation will show that they are making no money, or that more likely they are losing; and they will get back onto the right track. Thereafter, things will settle back into a jog trot of steady competition, properly so-called, wherein each of you will strive for business on your respective merits.

Of course, they may not investigate soon enough. Then the job will last longer, for it will take more time for them to run through their resources and burn up that capital. But your plan is to stick to your knitting steadily and see the thing through.

If They Are Experienced It Will Be Better for You.

If the men are experienced, you should have a better time of it. For then they will run their store on correct lines—probably—and there will not be nearly the difference in prices which I think you now fear. The difference cannot amount to more than about 5 per cent. all the way through, and probably it will not come near that. And your customers will prefer to pay your prices for the sake of what you give them.

Undoubtedly it is true that a cash merchant can sell for less than a credit merchant; but it also is true that very few men are smart enough, bright enough, well posted enough to be successful cash merchants.

I have had that sort of thing to contend with several times in my experience. Sometimes it was a co-operative undertaking, and again it was a one-man affair. But when the co-operative concern petered out, busted completely with plenty of unpaid bills, it was revealed that of the $10,000 subscribed not more than $4000 ever was paid in: so the store, started on a $10,000 plan and scope, was starved from the beginning. When the holders of the remaining $6000 found that it was losing ground, they held on all the tighter—and the end came soon.

The individual in one instance gave me some apparent trouble for a few weeks. Many customers left me promptly; but they came drifting back one by one. Then one day he came to me quite frankly and told me he had misjudged both the town—to which he was a stranger—and the location: and that he was going to pull out. I told him that had he come to me in the beginning I should have told him the truth, gladly: "but then, probably you would not have believed me," I said.

Character Most Important

Now think of this: Character is the most important element in a store or in a man. It is character which determines the outcome of a business or a life. Having built up a character—as everyone does in everything at which he stays for any length of time—you must be very jealous of it. The reputation of your store is what your work has produced; and you must see that those who come to you find everything up to the same par value that you have maintained hitherto.

This present test is to be met by mighty careful thought and study of your business inside and out. In a vague way, perhaps, you have felt that you were not as strong in some particulars as you should be. Now is the time to get down to tacks, find those weak spots and tone them up.

If there are sloppy places in your store, clean 'em up. If your windows repel instead of invite, get busy and make them attractive. The windows being the eyes of your business, the advance guard which your customers run against first thing and always, put them in order—and keep them so. Systematically, my windows have been dressed—completely—every week. If you put in a line of household goods in one window on a Thursday night, that probably will look well over Sunday. But the windows in which you display fruits and vegetables must have attention Saturday night last thing, so they will look inviting to the people who pass them on Sunday.

If your clerks or delivery men are not as presentable to customers as they should be, take pains to improve this part of your service. And remember that the delivery man is the one representative of your store whom the customer meets regularly—whether she buys personally or telephones her orders. The delivery man is the most important man on your staff. Of course, these are outline suggestions, but you can fill in the background all right.

The central thought is to strengthen every weak spot: but avoid any tampering with your prices, except only in such instances as you know you have been getting too long margins. I take it that such instances are few; for not many merchants in our line know enough to get a sufficient margin. Chances are that you need to advance many things. If investigation shows that such is your need, advance them promptly, irrespective of any bugaboo of new competition. I can say to you that I never made any money myself until I began to get enough for my goods: but I have made lots of real money since then.

Write me again if I have not seemed to hit the spot. I'll gladly go into further details.

(Continued on page 30.)

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EDITORIAL NOTES

EXIT the Romanoffs. William, your turn next.

* * *

MORE strategic retirements on the part of the German General staff. Strategy of that nature will always be welcomed by the Allies.

* * *

THE HON. T. W. Crothers, speaking at St. Thomas, stated that Canadians would not permit the regulation of the price of foodstuffs. You never can tell. They're long suffering folk and have stood a lot of piffling activity from this same gentleman in the past few months.

* * *

EVERY newspaper in the country is setting forth as a gardening expert. If the amateur gardeners accept all the advice of the amateur advisers, these little garden plots are going to be wondrously cared for. Suppose we suggest that the gardener stop gardening for a moment and let Nature have a chance.

* * *

ONCE more the American Railway Employees are threatening to kick over the traces. We in Canada have had an illustration during this winter of what a tie up in the railway system can mean in the matter of inconvenience and actual suffering. It looks as though the railway men had something like the whip hand on this continent.

CONSIDER THE PROVIDENT SQUIRREL

THE Detroit *News* in commenting on a news report of an investigation that cited the case of a car of Onions that has passed through 12 hands and traveled 2,500 miles before it eventually reached the consumer ruminates on the matter in this wise. "Can you imagine a Belle Isle squirrel finding a hickory nut in autumn and then running across the bridge with it, down to Grosse Pointe, out to Highland Park, thence to Hamtrack, River Rouge, back to Detroit and across the bridge again before storing it away for use in the winter? You can't. You can't because the squirrel isn't that big a damphool."

And yet we mortals fondly imagine that "we are the people, and that wisdom will die with us."

MEETING HIGH PRICES WITH THE BACK YARD GARDEN

EVEN the grocers and provision men are coming out as favoring the garden plot. Seems strange after all we have heard to their discredit in the past winter that they should be favoring means of reducing the cost of produce, that they were supposed to be making fortunes out of, during the months of scarcity. The fact of the matter is that the scarcity during the winter was due partially to an actual crop scarcity, and partially to the actual producer holding his product for enormous profit.

Either of these conditions can be counted upon to bring about just such a situation as faced the Canadian people during the winter months. There is one solution, however, that cannot be gainsaid, and that is increased production. The back yard garden may not be enormously profitable to its owner, but it will certainly be beneficial exercise, and the gross production from this source ought to total up to quite a sum, and be a decided factor in next winter's prices.

HIGH COST OF LIVING NOT SOLELY DUE TO WAR

THE Hon. Sidney Fisher, in a recent public public address, gave a very clear statement of the reasons behind the High Cost of Living.

While giving full weight to the effect of the War in increasing cost of commodities, he was emphatic in his statement that this was not the only cause. "In Canada," he stated, "we had been leading up to these conditions for many years prior to the war, by stimulating our industries at the expense of our agricultural development. Canada, while naturally an agricultural country, had," he stated. "progressed less in agriculture than in any other activity. He cited some figures gleaned from the census reports of the period between the years 1891 and 1911. During this period the population of the country had increased 50 per cent. The number of people employed in transportation systems had increased 300 per cent., those employed in systems of distribution had increased 250 per cent. Those engaged in manufacture had increased 115 per cent., while those engaged in agriculture had increased only 27 per cent. Between the years 1901 and 1911 the rural population had actually decreased from 62 per cent. of the whole, to only 55 per cent.

These are forceful words and the conclusions to-

be drawn therefrom are obvious. That we cannot meet the High Cost of Living situation by investigation, when the reason is deep rooted in the fundimental fact of a decreasing production.

THE HIGH COST OF INVESTIGATION

THE mania for investigating the High Price of every commodity or activity except the one in which the investigator happens to be interested is growing with the passing days.

In the United States despite the repeated justifications that have followed the investigation of certain industries the investigations go merrily on. In our own country, that persevering investigator Mr. O'Connor is still investigating. He is investigating and condemning the Equalized Sugar Rate, for instance, despite the fact that he is reported to have himself admitted that it is probably the cheapest and most equitable method of doing business yet devised.

Now is it to be remembered that Mr. O'Connor draws a substantial salary, a very substantial salary, second only to that of a cabinet minister. Not unnaturally perhaps, Mr. O'Connor does not wish to see that handsome salary being diverted from his pocket. Therefore, the investigations must go on in order to provide Mr. O'Connor and others like him with a semblance of an excuse for drawing this handsome return for their labors. But when we actually get down to brass tacks, does not the whole proceeding seem a farce.

Here is machinery provided for dealing with abnormal economic conditions, that is costly machinery, yet in the many months in which it has been grinding on their peaceful and personally profitable way in Ottawa, there has not been one single effectual thing accomplished. The trade of Canada has been put to a vast amount of inconvenience and annoyance, but in no single instance has there been any proof adduced of any malpractice. More important still, there has not been a single instance where the investigation has resulted in a reduction of prices. It is a profitless business and a very expensive one to maintain.

A fruitful matter for investigation, might be an investigation turned back on itself. How much we wonder is Canada paying for this cumbersome investigating machinery that produces nothing.

CANADA'S EXPORT TRADE IN FOODSTUFFS

THE Government report of Canada's trade for the year has come to hand, and shows some significant figures. In this persistent talk of high prices there is little attention paid to the enormously increasing export trade, that must of necessity remove a very great deal of the produce, that were it to remain in the country would unquestionably have an immensely stabilizing force.

Take the item of breadstuffs. We know that the price of floor is high but do we know that Canada's exports in breadstuffs has increased over the year 1915 by over $100,000,000. Butter exports have increased by nearly a million and a half dollars, cheese by over eight and a half million dollars, meats by nearly sixteen million dollars, potatoes by nearly a million dollars, canned lobster by nearly a million, canned salmon by about three-quarters of a million, and this to mention only a few of the better known commodities. These figures be it noted do not represent the actual exports, but merely the amount that the exports in these lines exceeded in 1916 the exports of the previous year.

Of course there is a compensating element in the imports of the same period. But even taking into account a considerable increase of import, our export trade in foodstuffs is growing far more rapidly than our import trade. This be it noted, while it unquestionably has the effect of keeping food prices high, is from a business standpoint a very satisfactory state of affairs. It leaves a very substantial balance in the favor of Canadian trade, and when such trade prospers, we all benefit thereby.

MAPLE SYRUP TIME

THE Maple Sugar and Syrup season is fast approaching. Almost any day now there may be new syrup appearing on the market. It is time therefore to again point out the dangers that lie in the path of the merchants handling these goods.

The burden rests with you as a retailer to see that any sample of syrup sold by you is strictly pure according to the government standard. We cannot too strongly urge the necessity of care on this point. A conviction for selling impure goods would be to you a far more serious matter than the mere fine it entailed.

REMEMBER THE FRUIT WINDOW CONTEST

THE CANADIAN GROCER'S Fruit Window contest is drawing to a close. But there is still time to take advantage of this opportunity to compete with your felow grocer in a friendly rivalry. You cannot do better than enter in this contest. Nothing is so attractive as fruit for window display purposes, and it lends itself to attractive displays never dreamed of by the most enterprising Italian fruit vendor. There are many new ideas that could be discovered in fruit window dressing. Sit down tonight and figure out an attractive window. It will more than pay you. Several of the contestants already entered in this contest state that the increased sale of fruit since the window was put in has been really phenomenal. Their experience will be yours. Get busy at this fruit window first thing Monday morning, and get your photo in promptly.

DON'T MEET COMPETITION BY IMITATION

(Continued from page 27.)

Best Retail Account System

One who does business mostly with the employees of one large factory asks what is the best system for keeping customers' accounts.

There are a number of good ones. You should look over those which provide for the carrying forward from day to day the balance due to which is always added the present purchase. Such systems serve many good purposes; chief among which are that your books are always footed up, so you have no work on them after each transaction is closed, and the total is before the customer always—also before you.

There is nothing like simplicity, accuracy, and current statements in such matters; and these systems provide for all of those things.

UNITE TO FIGHT ADVERSE LEGISLATION

(Continued from page 20.)

sell anyone if he so chose, and that except by confiscation, no Government could enforce the opposite opinion. "Where would you stop if this were not the case. No manufacturer would have a right to set any price. If I saw fit, I, as a manufacturer, could refuse to sell altogether. Now, I have not heard a word to-day opposed to the general principle of the Order-in-Council. All the criticism has been urged against the use of the powers by the official charged with its administration."

Mr. Orde deprecated the attack against the Government, and thought that this spirit was operating against the best interests of the country.

Mr. Smye questioned Mr. Orde as to the contract of the E. B. Eddy Co. with regard to matches.

Mr. Orde denied that the Eddy agreement constituted a contract, because they did not bind any customer to meet their requirements to sell at a certain price and to sell no other goods.

Mr. Blain wished to know if a continuation of the operation of this method of sale was not tantamount to an agreement.

Both Mr. Orde and Mr. Johnston considered that there was no combination suggested, because there was no mutual obligation.

Mr. Henderson questioned whether, if his company appointed an agent, and submitted a price list, if the agent did not sell according to the supplied list, could he refuse to supply this agent with goods, and would he then be liable under the Order-in-Council?

"Certainly not," said Mr. Johnston. "You can refuse to sell him in the first place, if you wish."

St. Lawrence Starch Co., Port Credit

A. Hutchinson, speaking for the manufacturer, stated that retailer, wholesaler and manufacturer were all in the same position. "In regard to our own position," said Mr. Hutchinson, "the per capita consumption of starch is so small, that the present method of distribution is the only one possible for us. The great question for us is, are we within our rights in setting a re-sale price? It simmers down to this, if any individual manufacturer is attacked, they cannot stand the pressure of the Government, and if there is any attempt to make a scapegoat of any one person or persons, they must go down before the Government unless we are all united. I am not showing the white feather, but I am convinced that unless we stand together and demand a test case, we must go down before the Government."

Selling Direct to Retailer a Failure

J. Ruddy, of the Canada Starch Co., stated that the system had been adopted to sell direct to the retailer. This was proved to cost 20 per cent. more to do business, and the manufacturer who fathered this method failed.

"We admit," he said, "that we have certain agreements with the trade, but these agreements were made ten years or more ago."

Mr. Beckett then read some letters from Mr. O'Connor which he described as scurrilous. He presented a resolution pledging their support to the Retail Merchants' Association in fighting the Knowles Bill, and the maladministration of the terms of the Order-in-Council and in their championing of the Internal Trade Commission.

He urged strongly that assistance be given to the Retail Merchants' Association and that all wholesalers and manufacturers pledge themselves to support with financial assistance as well as every other means in their power.

Not in Favor of Fighting Departmental Stores

There was some discussion on the point of delegating all the powers to the Retail Merchants' Association. One prominent manufacturer stated that while he was thoroughly in sympathy with the aims of the gathering, he thought too much stress had been laid on the matter of opposition to the departmental stores. He thought that their association with these matters of legislation had not been proved, and personally he did not intend to stand sponsor for any attack on them, and he was sure there were many other manufacturers who thought as he did.

Some little discussion arose on this point. It was finally pointed out that all that was being agreed to was the items stated in the resolution. With this statement the meeting unanimously passed the resolution.

The persons and firms represented were as follows:—

J. D. Malcolm, Malcolm Condensing Co., St. George, Ont.; F. A. Jacobs, Toronto; J. A. Taylor, Bovril, Ltd., Toronto; W. E. McMurchy, Grocers, Ltd., Toronto; Geo. H. Miller, E. B. Eddy Co., Hull, Que.; Horace Chevrier, Winnipeg; Donald McLean, Toronto; H. D. Marshall, Ottawa; A. E. Sterling, of T. A. Lytle Co., Toronto; F. W. Humphreys, Toronto; E. F. B. Johnston, Toronto; A. E. Richards, C. B. Knox Co.; S. H. Switzer, W. H. Merriman Co., St. Catharines; J. T. Festing, St. Catharines, Ont.; W. Barhour, T. Kinnear & Co., Toronto; H. H. Johnston, Johnston Soap Co., Toronto; H. S. Ambrose, Tuckett Tobacco Co., Hamilton; C. S. Morrow, Morrow Co., Toronto; Chas. H. Collins, Toledo Scale Co., Toronto; W. T. Merrick, Rose and Laflamme, Toronto; W. P. Eby, Eby-Blain Co., Toronto; J. H. Bond, Medland Bros., Toronto; Geo. Hortop, Dunn-Hortop, Ltd., Toronto; E. M. Trowern, Sec., Dom. Board R.M.A., Ottawa; M. H. Seed, St. Lawrence Starch Co., Toronto; W. R. Drynan, Dominion Canners, Hamilton; A. M. Masuret, M. Masuret Co., London; W. G. A. Lambe, St. Lawrence Sugar Refineries, Toronto; W. D. Marten, Stratford Wholesale Grocery Co., Stratford; J. H. Simpson, the Simpson Co., Guelph; A. Foster, The Young Co., North Bay; L. Prager, Jos. Prager, Toronto; A. Hutchinson, St. Lawrence Starch Co., Port Credit; Hugh Blain, Eby-Blain Co., Toronto; W. C. Miller, Sec. Prov. Board R. M.A., Toronto; H. C. Beckett, W. H. Gilliard & Co., Hamilton; W. G. Lumbers, Jas Lumbers & Co., Toronto; T. J. Medland, T. J. Medland, Ltd., Toronto; A. Miller, Toronto; A. McPherson, Elliott Marr Co., London; Geo. H. Macfarlan, E. W. Gillett Co., Toronto; Albert Gilmour, Gilmour Co., Brockville; T. M. Sibbald, Battle Creek, Toasted Corn Flake Co., London, Ont.; H. T. Kerr, Welch Co., Ltd., St. Catharines; James Ince, Perkins, Ince Co., Toronto; Jas. J. Spiers, Chase & Sanborn, Montreal; Geo. Tippett, Toronto, A. P. Tippett & Co., Montreal; A. Mossmann, Toronto; R. S. McIndoe, Postum Cereal Co., Toronto; J. A. Beaudry, Treas. Dominion Board, R. M. A., Montreal; F. C. Higgins, Treas. Prov. Board, R. M A., Toronto; D. W. Clark, Vice-pres. Dom. Board, R. M. A., Toronto; A. H. Pafford, Armstrong & Pafford, Toronto; Fred T. Smye, Balfour, Smye Co., Hamilton; Samuel Vila, James Turner Co., Hamilton; G. W. Sommerville, Geo. E. Bristol & Co., Hamilton; G. R. Lloyd, McPherson Glassco, Hamilton; L. Garvey, J. Garvey & Son, London; Wm. J. Smith, T. B. Escott & Co., Ltd., London; Gerald Fitzgerald, F. J. Castle Co., Ottawa; J. J. Dorsey, Eggo Baking Powder Co., Hamilton; J. E. Truesdale, Geo. Foster & Sons, Brant-

ford; E. G. Henderson, the Canadian Salt Co., Windsor, Ont.; Alex. Lerner, E. M. Lerner & Sons, Ottawa; A. Perras, S. J. Major, Ltd., Ottawa; Wm. W. Leith, Canadian Sauce & Vinegar Co., Toronto; J. Ruddy, Canada Starch Co., Brantford.

INSIDE DISPLAY AS A SELLING FACTOR

(Continued from page 21.)

fruit than the average grocery store, not because it sells cheaper, but because, devoting all their time to that branch of trade they have time to make the display of that line an effective selling argument.

Now to return to the conglomerate heap of vegetables and fruit and sundries that often is seen in a grocery store. There may be a good excuse for this confusion, in the lack of time for making an attractive display. But there can be no more excuse for continual untidy methods of display, than there is for untidy methods of bookkeeping. Both militate strongly against the best interests of the store.

There are many firms producing equipment for attractive interior display, and the value of these agencies cannot well be over-emphasized. But it is not to such display methods that we refer.

Using Simple Methods

In the photograph that appears at the head of this article, there is a very striking example of the results that can be obtained by the effective use of the simple agencies for orderly display that every grocer has at hand, or could readily procure at a practically negligible expenditure. The bushel basket makes an unquestionably attractive method of displaying just such goods as are shown here. Fruit in its original package is an attractive and neat display. The bundles of celery displayed are sure to be productive of many sales. There is a world of selling quality in every display that attracts the eye by neat and clean appearance.

Moreover, a neat display in such packages as this photo suggests, leaves the floor space of the store as free as possible and naturally gives to the store a roomier appearance.

Every merchant receives almost daily packages that would serve for effective display purposes. All that is required is a little time to arrange an orderly display, and orderliness, be it remembered, is one of the prime factors in display, and a little natural taste to see that the goods are displayed, are actually displayed to their best advantage.

The ideas suggested here are merely intended as a hint. There are a hundred and one ways in which these suggestions may be improved upon, a multitude of means to make these means more successful from the standpoint of an actual selling display.

In such matters as these, of course, every merchant will have to decide these points according to the exigencies of his own case.

CONVENTION OF NEW BRUNSWICK R.M.A.

(Continued from page 23.)

order to arrive at his profit and he instanced one firm which had come under his notice who had omitted a cartage account of $6,000 per year, which increased their cost of doing business from 16¾ per cent. to 18 per cent.

He then gave an illustration of the proper way to figure the selling price of an article and showed that in order to make a profit of 10 per cent. when the cost of doing business was 22 per cent., it was necessary to add 47 per sent. instead of 32, as many merchants did.

A vote of thanks was tendered Mr. Jack at the close of his address.

The treasurer's report showed receipts of $4,805.22 and expenditures of $4,803.01, leaving a balance of $2.21 on hand. The auditors reported having examined the books and found them correct.

The election of officers resulted as follows:— Alexander Murray, Fredericton, hon. president; A. O. Skinner, president; F. W. Daniel, 1st vice-president; W. G. DeWolfe, St. Stephen, 2nd vice-president; A. A. McIntyre, treasurer.

Resolutions Adopted

A resolution was presented putting the association in line with the stand taken by the Dominion Association with a view to making the daylight saving plan general throughout Canada. The meeting expressed their approval of the principles of the action thus taken, and referred the resolution to the executive to look into the details. A resolution having in view the better collection of small debts was also referred to the executive committee.

A resolution was adopted that the Provincial Government be asked to amend the law relating to landlords and tenants, under a lien, should be protected from seizure under a distress warrant.

A resolution was adopted expressing agreement with the plan to have established a Dominion Board of Trade and Commerce, as well as a bureau for the retailers, wholesalers and manufacturers under the Department of Trade and Commerce of Canada.

A resolution was passed favoring the legislation adopted against the use of trading stamps, also in favor of the legislation secured dealing with false advertising. In the latter case the members of the association were asked to forward to provincial headquarters any advertisements of this nature which comes under their notice.

It was also resolved that some plan be devised having in view the more free circulation of currency in the home town, and that the association co-operate in assisting merchants to develop their business.

The association went on record as against the proposed legislation which would prohibit a manufacturer from placing a selling price on his articles. The resolution expressed the opinion that such legislation would be unfair alike to the manufacturer, the dealer and the public.

A resolution called attention to the fact that postmasters are in the habit of receiving from outside houses many catalogues for distribution within their respective zones and that by this means the senders of catalogues saved postage. The resolution asked that all such catalogues be treated as ordinary mail matter.

A resolution calling upon the members to take advantage of the services of the freight expert and have any doubtful freight bills sent to him for examination, was also adopted.

A resolution was adopted requesting the Dominion Board to look into the railways in Toronto, Montreal and other upper provincal cities, collecting the freight from manufacturers, wholesalers, etc., and charging for this service on the freight bills, as merchants claim the shippers should pay the cartage.

Adjournment was made without any place being decided upon for the holding of the next convention. This matter was left to the executive.

PROMINENT STANDARD REMEDY PROPRIETOR HONORED BY THE CITY OF LONDON, ENG.

W. H. Vene, of Manchester, who is known to the Canadian trade as the proprietor of several well known standard remedies, Cassell's Tablets, Vene's Cough Cure, etc., was recently admitted to the freedom of the city of London in the Feltmakers' Company. The ceremony was conducted at the Guild Hall, with the Lord Mayor, and the Sheriffs in attendance.

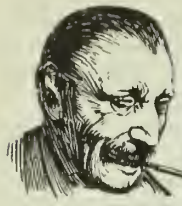
This signal honor was conferred on Mr. Vene in recognition of his very exceptional business ability and his service to the trade of the British Empire at large.

Why Waste Energy?

Farmer Brown, while his crew of threshers were "washing up" one morning, noticed among them a Swede who was not engaged in the use of water, soap and towel.

"Well, Harris," said the farmer, "aren't you going to wash this morning?"

"Naw," returned the Swede; "it don't make me dirty to sleep."



Told 'Round the Cracker Barrel

A REARRANGEMENT NEEDED.

A man was brought before a police court charged with abusing his team and using loud and profane language on the street. One of the witnesses was a pious old darkey, who was submitted to a short cross-examination.

"Did the defendant use improper language while he was beating his horses?" asked the lawyer.

"Well, he talk mighty loud suh,"

"Did he indulge in profanity?"

The witness seemed puzzled. The lawyer put the question in another form:

"What I mean, Uncle Ans, is—did he use words that would be proper for your minister to use in a sermon?"

"Oh, yes suh, yes suh," the old man replied with a grin that revealed the full width of his immense mouth; "but dey'd have to be 'ranged diff'runt."

HE KNEW BETTER.

"The idea of eternity, my friends, is something too vast for the human mind to conceive," said the lecturer.

"Say, mister," cried a voice from the audience, "did you ever pay for a seven-hundred-dollar piano on the instalment plan?"

LURING HIM ON.

Jock had always had an hankering to hunt bears. One summer, he and his friend Pat were vacationing in the North Woods. No sooner were they located than Jock shouldered his gun and started off. The more peaceful Pat could in no wise be induced to go with him.

About an hour later Pat heard a wild whoop and springing to the door he beheld his friend, minus hat and gun madly galloping for the shack while after him ambled a large black bear.

With his last ounce of breath, Jock shouted, "Open the door, Pat, I'm bringing him in alive."

THE MIRACLE COMES TO A SAD PASS.

The Magician (about to conjure a rabbit from an empty box): "Now, are you quite sure, young man, that the box you hold is empty?"

The Young Man (picked from the audience): "Absolutely, Sir. The rabbit wot you give me is got away Sir."

ONE IKIE, SUFFICIENT.

One morning Rosie's teacher noticed her hanging around the desk with rather a wistful expression.

"Well, Rosie, what is it?" she finally asked, drawing the child to her.

"Please, teacher, we've got a new baby t' our house."

"Oh, have you, Rosie? Isn't that fine? What's the baby's name?"

"Ikie."

Several days later the teacher remembered to inquire about the new arrival:

"Oh, Rosie, how is Ikie to-day?"

The child looked bewildered: "Oh, teacher, we ain't got no Ikie."

"Yes. You told me you had a baby."

A gleam of intelligence appeared on Rosie's face. "No, teacher, his name's Mose; his name ain't Ikie. We found we already got one Ikie."

A LITTLE RAY OF SUNSHINE.

"How long will we be in reaching Toronto?" asked the anxious lady passenger.

The conductor was weary, but courteous and anxious to reassure.

"I don't know, lady," he replied, "but after twenty-four hours we feed all the passengers free."

A THIRD SEX.

A Highland regiment was marching through a small French village, and the peasants watched them open-mouthed.

"Are they men or women?" asked one of them of an English bystander.

"Oh, that's a Middlesex regiment," was the solemn retort.

A Minority Report.

A small, meek, country negro, who had always lived on one place near Frankfort, Kentucky, married a big, domineering woman, and very soon afterward moved into town, where the keeper of the local hat met him on the street.

"Hello, Gabe," he said, "what made you move to town? I thought you liked country life."

"Well, Mistah Franklin," explained Gabe, "I uster lak de country. But mah wife she didn't lak it—and I've done got so now dat when she don't lak a thing I jest natchelly hates it."

B. C. FRUIT GROWERS HOLD ANNUAL MEETING

The twenty-seventh annual meeting of the British Columbia Fruit Growers was held recently in the halls of the Department of Agriculture at Victoria, B.C., with the president, Thos. Abriel, in the chair.

R. G. L. Clark, Dominion Fruit Inspector for British Columbia, drew particular attention to the increasing trade with the Antipodes. He noted the fact that this trade had increased from 32,000 boxes in 1912, to 70,000 boxes in 1916. He also pointed out the largely increasing market fields in other locations. South Africa, South America, China and Japan are some of the markets that have of recent date been opening up for the British Columbia fruit trade.

The seriousness of the labor situation was discussed by many of the speakers, Mr. Scott, Deputy Minister of Agriculture, stating that the conditions were so serious that it might be necessary to call on Oriental labor to supply the deficiency.

The following officers for the year were elected:—

President, Mr. C. E. Barnes, Walhachin.

Vice-president, Mr. J. E. Reekie, Kelowna.

Secretary, Mr. R. M. Winslow, Provincial Horticulturist.

Executive Committee—Messrs. Thos. Abriel, Nakusp; R. M. Palmer, Cowichan Bay; L. E. Taylor, Kelowna, and W. H. Chapple, Armstrong. The Minister of Agriculture and Deputy Minister are ex-officio members of the executive committee.

SERVICE DEPARTMENT

Could you give us the names of several firms, selling cheese cutters and cheese cases?.—Geo. Gordon & Co., Ltd., Cache Bay, Ont.

Ans.—This information has been forwarded direct.—Ed.

Some months ago you had an article on a chain of stores called Economy Stores. If you have a copy I would like to have it, as I am very desirous of going over it again.—J. H. Holloway, Lindsay, Ont.

Ans.—This article, "The Economy Store in America," appeared in the Aug. 11th issue, 1916. It has been forwarded as requested.—Ed.

* * *

White Enamel Letters

G. A. Outram, Port Hope, Ont.—Please give us the name of a firm from whom we can purchase white enamel letters for advertising goods on windows.

G. A. Bowerbank & Co., 12 Terauley street, Toronto.—Ed.

* * *

Cardwriting Materials

MacKenzie's, Souris, Man. — We would like some information as to where we can purchase materials and tools for doing cardwriting work.

E. Harris & Co., 73 King E., Toronto; Art Metropole, 14 Temperance St., Toronto.—Ed.

* * *

Potato Growers

Christ. Schwartzentsuber, Petersburg, Ont.—Would you kindly send me the names of several New Brunswick potato growers or dealers?

This information has been given.—Ed.

* * *

Will you kindly let us know how many pounds there are in a standard gallon of molasses?.—The Alberta Grocery, Galgary, Alta.

The weight of a gallon of molasses is generally taken as 14 lbs. The actual weight is 13.5 lbs.

* * *

I would like to get the copies of CANADIAN GROCER with the cardwriting course in. Would you kindly let me know what they would cost?—H. A. Lamont, Stayner, Ont.

Ans.—We regret that owing to the great demand for these articles, many of the issues in which they appeared have been entirely exhausted. There is a new course just starting, however, in CANADIAN GROCER, which will probably meet the demand for these helpful suggestions.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

Titus & Stevens, Moncton, N.B., have dissolved partnership in their foregoing business.

Noy, Halman, Gillis, Ltd., Hunter River, P.E.I., have been succeeded by P. J. Noy.

Quebec

Labranche & Co., general store, Thetford Mines, has been dissolved.

J. P. Walsh of Ormstown, Quebec was a business visitor to Montreal this week.

C. A. Fuller of East Farnham was a business visitor to Montreal this week.

D. A. Macfarlane, Huntingdon, Quebec, was a business visitor to Montreal this weak.

L. Hamel of Nicolet, Quebec, visited Montreal this week and called on business acquaintances.

M. F. Goddard well known in grain circles in Montreal was a business visitor to the city this week.

G. J. Zegeb & Co., Montreal, wholesale grocers, have dissolved. A new firm has been formed under same style.

Mr. Merril of Ogilvie's Flour Millers offices, Montreal, was absent from the city during the present week.

Nap. Benoit of St. Cesare, Quebec Province, visited Montreal this week to attend to some business matters.

Harper R. Gray Manager of Gunn Langlois Ltd., produce merchants, Montreal was in Toronto this week.

G. J. Zegeb & Co. wholesale grocers of Montreal has been dissolved, and a new firm under the same name will be formed.

Cecil T. Gordon of J. Alexander Gordon & Co., Montreal, is still in Great Britain, but may sail shortly for Canada again.

A. E. Cox with F. Keegan, and John Barrie of the Cowan Cocoa and Chocolate Co's. Montreal staff were in Quebec City this week looking after campaign work amongst the retailers.

Charles Chaput, president of L. Chaput, Fils, et Cie, wholesale merchants, Montreal has left with Mrs. Chaput on their annual holiday visit to Atlantic City where they will spend a few weeks.

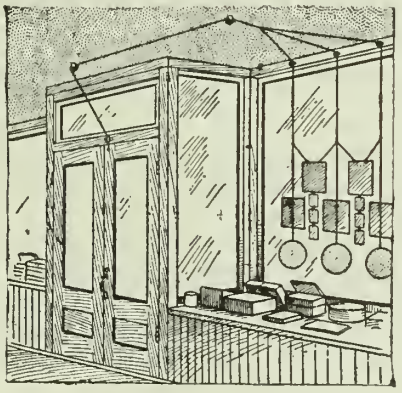
John Wilson, secretary of the Canadian Produce Merchants' Association, was in Toronto this week attending the meeting of merchants interested in produce buying in view of the British import restrictions this year.

H. E. Quesnel city traveller for L. Chaput, Fils et Cie, Montreal, who has been rather seriously ill for some weeks is making a good recovery and his friends in trade circles in Montreal may expect to see him on the road again on his rounds before very long.

The resolution in favor of Conscription recently passed by the Board of Trade of Montreal has evoked some veiled threats sent by anonymous letter to Zephirin Hebert, President of the Board, and of Hudon Hebert et Cie, wholesale grocers. Mr. Hebert who is the first French Canadian to hold the high office of President of the Board of Trade of Montreal, and who is enthusiastically loyal, regards these criticisms good humoredly and without apprehension.

HERE IS A NOVEL LITTLE SCHEME TO ATTRACT THE EYE

Disks of colored cardboard with some advertising suggestion placed thereon, are suspended on three cords running through pulleys at the top of the window. These cords are joined and attached to the top of the door. Whenever the door is opened these disks with their pointed



suggestion will move up and down. It will be indeed an uninquisitive person who will not give a second glance to see how it is done. In this second glance you have the success of advertising. In the Scriptures we hear of signs so plain that "he who runs may read." That is advertising, focusing the attention of the mind that is naturally already focused on something else. See if this little scheme will not be of service to you.

Damage estimated at $200,000 dollars, mostly in produce stock, was done by fire which broke out in the basement of the Ingersoll Packing Co's. premises, St. Paul St. West, on Tuesday morning 20th March. The scene is one of the centres of Montreal's produce trade, and several large wholesale houses were threatened. J. A. Vaillancourt Ltd., produce merchants also suffered serious damage by fire, and smoke, and water, their premises being right in the path of the spreading fire. The premises of J. Dalrymple & Sons were saved only by a thick wall, and the fact that they were on the safe side of the wind. Fortunately provision stocks are low at this time otherwise heavier losses would have been recorded. Premises not occupied by provision merchants also badly damaged were those of The Continental Box and Paper Co., Ltd., L. Z. Boudreau, Printer, George McGarry & Co. L. Brosseau, and O. Brosseau, employees of the Ingersoll Packing firm, and Paul Myer also an employee were hurt while making their escape from the burning premises.

Ontario

Mr. Porter S. White, grocer of Peterboro is dead.

A. F. Johnston of Merlin is succeeded by Johnson & Hicks.

F. P. Bertley, grocer of Toronto has assigned to N. L. Martin.

Milton & Smith, general store, Talbotville, has been dissolved.

W. W. Latimer, general store, Greenock, is giving up business.

The general store of R. Roweliffe at Granton, Ont., has been sold.

Clark Est of P.P., general store, St. Ola is selling out to G. Baragar.

M. L. Munro, general store, Auburn, has been succeeded by R. D. Munro.

J. B. Fallis & Co., general store, Newbridge, is succeeded by F. H. Elliott.

R. Knuth & Co., general store, Golden Lake, is succeeded by William Lisk.

Martin & Brisebois, Rose Corners, have been succeeded by J. H. Brisebois.

Railway Stores, Limited, grocers of Ottawa, has assigned to Macdonald & Bryan.

W. J. Brown is retiring from the partnership in Brown Bros. grocers of Richmond.

The MacNamara Co., Limited, general stores, Chapleau, has assigned to Henry Barber & Company.

John Fletcher & Son, general store merchants of Middlemiss, Ont., have sold to W. Richards.

R. E. Powell, Ottawa, grocer, has been

succeeded in his Somerset Street store by Pattie Bros.

R. Rowcliffe, Granton, has sold out.

W. W. Latimer, Greenock, is giving up business.

E. Merritt, Toronto, grocer, has sold to Fanny Jess.

John Fletcher & Son, Middlemiss, has sold to W. Richards.

J. B. Fallis & Co., Newbridge, has been succeeded by F. H. Elliott.

R. Knuth & Co., Golden Lake, have been succeeded by William Lisk.

O. S. Matchett, of Goheen & Matchett, retail grocers, Peterborough, Ont., was a visitor in Toronto last week.

Brown Bros., Richmond, have dissolved partnership; business continued by J. C. and R. F. Brown; style unchanged.

Mr. Robinson, Rodney, Ont., is opening a general store in the Pedlow block at Alvinston, Ont., formerly used by J. T. Blashill & Co.

R. A. Lucas, one of the best known wholesale grocers in Canada and member of the firm of Lucas, Steele & Bristol, died in Hamilton.

The Thompson's Malted Food Company of Canada, Limited, has been incorporated, with headquarters at Windsor. The company is capitalized at $250,000.

Mr. George F. Galt, President of the Blue Ribbon Tea Company, Limited, is seriously ill in London, England, where he went two months ago to attend the marriage of his daughter.

A highly appreciated innovation has been introduced at the factory of the Imperial Tobacco Co., St. Johns, Newfoundland, in the form of an open restaurant for its employees.

The Davies plant in Harriston, Ont., is being remodelled into a canning factory. The plant will be in operation in ten days, and will employ 400 women and girls and 100 men, running day and night.

Thos. Ferguson, agent in Toronto for the Brantford Computing Scale Co., goes to Montreal at the end of the week on a business trip including Montreal, Quebec and Halifax. He will be absent about a week or ten days.

John McNally, grocer, of Merritton, narrowly escaped serious injury when his horse took fright at the Grand Trunk Station and ran away. The axle broke, causing Mr. McNally to be thrown out. He received a severe shaking and a deep cut on the forehead.

A new groeery, fruit and confectionery store has been opened at 84 Wellington Street, Stratford, by A. E. Sage, who has been in the insurance business for the past few years. In addition to carrying a full line of groceries and fruits, a restaurant will be conducted in connection with this business.

Geo. A. Gillespie, M.P.P. for West Peterborough, is the president and manager of the Peterborough Milk Products Co., reference to the incorporation of which was made in last week's CANADIAN GROCER. Mr. Gillespie has operated a creamery in Peterborough for several years. This plant will be taken over by the new company, and machinery will be installed for manufacturing condensed milk, etc. The manufacture will likely begin in the autumn.

Western Provinces

A. V. Lenz, St. Gregn, Sask., has sold to P. C. Burton.

L. P. Craig, Swan River, Man., has sold his grocery business.

Metheral & Co., Moose Jaw, Sask., grocers, have added meats.

Milton Bretz and A. Currie are opening a store at Watrous, Sask.

Paul Matoff, Markinch, Sask., has been succeeded by Matoff and Son.

Kelly Bros., Imperial, Sask., have been succeeded by Louis Cohen.

J. Schopp, grocer of Winnipeg has been succeeded by R. Diamond.

R. Halliday & Co., Edam, Alta., have been succeeded by F. Patterson.

T. B. McKinley, Springwater, Alta., has been succeeded by Johnston Bros.

A. V. Lenz, general store of St. Gregor, Sask., has been sold to P. C. Burton.

McAuley, Lytwyn & Co., general store merchants of Winnipegosis, has been dissolved.

Comeault Bros., St. Jean Baptiste, Man., have been succeeded by Edward Comeault.

Isadore Kraft, Winnipeg, Man., groceries and meats, has been succeeded by K. Kuyish.

Paul Matoff, general store merchant of Markinch, Sask., has been succeeded by Matoff & Son.

J. Branconier, general store merchant of Fish Creek, Sask., has been succeeded by Jos. Sikorski.

N. S. Surdia, general store merchant of Assiniboia has admitted George Oltman in partnership.

Geo. F. Galt, president of the Blue Ribbon Ltd., Winnipeg, and a member of the Dominion commission for the purchase of war supplies, is lying critically ill in London, Eng., according to a cable received from his physician. Mr. Galt left Winnipeg shortly after Christmas in order to attend the marriage of his daughter. He was taken ill two weeks ago, and for a few days he made satisfactory progress. Indeed, his condition was favorable up to the last day or two, but a private cable received last week was not at all reassuring.

Henry Detchon, general manager for the Canadian Credit Men's Trust Association, accompanied by W. S. Fallis, manager for Western Canada of the Sherwin-Williams company, of Canada, and F. J. C. Cox, secretary of the Commercial Travellers' association, left last week for Saskatoon to attend a smoker held Saturday under the auspices of the United Commercial Travellers' Association and the Canadian Credit Men's Association.

ESTEVAN BOARD OF TRADE OPPOSES MAIL ORDER HOUSE COMPETITION

The Board of Trade of Estevan, Sask., is calling a meeting of retailers to consider different phases of mail order house competition. In outlining the reasons for this proposed action, it was pointed out that the town lost thousands of dollars every year from the competition of these outside stores. It was felt that it was not only the retailers who suffered, but the town itself, and a full and free diseussion was suggested as the best method of safeguarding the interests of the town and assuring a better service for the farmers. It was felt that starting from this meeting a campaign of education might be evolved to instruct the people generally as to why they should trade at home and how it would pay them to do so.

WINDSOR GROCER IS DEAD

Mr. James Gibson who died recently in Windsor, Ont., was a member of the firm of Bartlett, McDonald & Gow. He had been previously associated in business with the late James Dougall and a member of the firm of Cameron, Thorburn and Gibson, in the grocery business. The late Mr. Gibson had been a resident of Windsor for fifty-eight years and death resulted after a three month's illness.

SERIOUS FIRE IN MONTREAL PRODUCE SECTION

A fire of fairly serious proportions broke out in the wholesale produce district of Montreal on Tuesday. Starting in the basement of the Ingersoll Packing Company's warehouse, it spread to several of the adjoining warehouses, including J. A. Vaillancourt & Co., George McGarry, A. A. Ayers & Co., and Z. L. Moges. It has been impossible to get definite particulars as to the extent to which the different firms have suffered, but the total loss is estimated at around $200,000.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

FLOUR has been in a fluctuating mood during the week under the stress of the same sort of condition in the wheat market. There was a decline in flour registered when wheat slumped, and with a recovery in the price of the latter the market for flour is again in a firm position if the price of wheat holds. Potatoes also glided to lower levels during the week. But the foregoing are the extent of the declines during the week, while the advances have been numerous. Sugar held in firm market, with the demand tending to the quiet side. Both live and dressed hogs were easier in price during the week, but under the influence of a good demand, cooked meats held firm. Butter was steady, while eggs were firmer, due to the big increase in consumption and higher prices in the Chicago market.

There is very little improvement in the tea situation, as importers have had small success in getting supplies started from Ceylon and India. There is strong probability that an acute shortage will develop in the Canadian market before sufficient additional supplies can be obtained. Prunes are in firm market, with advances announced by importers for spot stocks. New prices on English candied peels have been announced, which are in the neighborhood of 20 per cent. higher than the opening prices last year. Some wholesalers have already advanced prices on their stocks. The first Porto Rican pineapples of the season arrived during the week. Bananas are high in price, owing to the scarcity occasioned through shortage of tonnage to bring the fruit to the United States. Shipments of goods were further restricted during the week by the announcement by one of the railroads of an embargo on all perishable goods out of Toronto. This embargo was in effect three days. Trade has kept up well during the week.

QUEBEC MARKETS

MONTREAL, March 21.—Market conditions for the current week are distinguished by an unexpected decline in the prices of certain familiar fish. This occurring in the middle of Lent when demand is at its height is rather unusual, but various conditions have contributed to the feature, not the least being the dispelling of an illusion that a fish famine was at hand. Eggs are easier in price, but provisions otherwise are firmer. Flour declined, but wheat was advancing again at time of writing. Tea is exceedingly firm. Sugar is not very eventful. A new demand for canned goods has been noticed, and is said to have its origin in an overseas call for more canned goods from this country. Fruit and vegetables are in normal market, potatoes being a little easier in price of late. Spices are still firm. Nuts are in greater demand, and peanuts have advanced a little due to their use now as an oil-source.

Candles: Canadian And Imported, Up

CANDLES.—An advance has been registered this week in the prices of candles both imported and of Canadian manufacture. The advance in imported candles is one cent a pound, bringing the 16 oz. candles up to 0.25 and 0.26 cents per lb. Paraffin candles of Canadian make have advanced 1½ cents a pound, and are now quoted at 10 cents and 11½ cents a pound. Both the material for wicks, and the wax of the candles is in firmer market, and war risks are added to imported candle costs.

Raw Sugar Production And Shipment Proceeds

SUGAR.—The sugar market is firm, Cuban receipts being still rather less than they were this time last year. Latest reports say that in Cuba up to the time of wiring (Tuesday) 95,000 tons of raw sugar had been made, and of this 53,000 tons had been shipped. Ships are evidently available and there is no anxiety expressed so far as to future supply of tonnage to move this crop across. Raw Cubas were quoting still at about 4½ at the time of writing, and the tendency of the market was not very positive. It was felt that there would be no decline in prices for refined, but predictions are not voiced with any assurance, and while the trouble in Cuba is still apparently unsettled there might be changes in sugar conditions over night or in a few hours.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 45
Acadia Sugar Refinery, extra granulated	7 35
Wallaceburg sugar	7 35
Special icing, barrels	7 45
Yellow, No. 1	7 05
Powdered, barrels	7 55
Paris lumps, barrels	8 05
Crystal diamonds, barrels	8 05
Assorted tea cubes, boxes	8 05

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Come In For New Demand

Montreal

CANNED GOODS.—A slightly easier tendency in canned corn was noted by one wholesale house in Montreal which reduced prices for "2's" by 5 cents to $1.60 per dozen. This price represents the market average. Apparently "3's" are not plentiful in corn at present. Gallon corn on the cob is a good deal higher in price now, quoting at $8.50 per doz. Gallon apples are fould a trifle easier at $3.60 to $3.75 per doz. There is a brisker demand for canned goods now, and a special demand for canned tomatoes was noted early this week. For 5,000 cases as high as $2.12½ was offered by a buyer, and the vendor held out for $3.00 and over. It is hinted that the demand is in some way connected with war supplies for the Allies or for British consumption, but this is unconfirmed. Should tomatoes and other canned goods go firmer in price it would not be surprising with the demand waking up as it appears to be.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 60
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 3s	1 85	2 15
Peas, standards	1 25	1 50
Corn, 2s, doz.	....	1 60
Corn (on cob gallon, cans), doz.	....	5 75

Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 75	4 00

Dried Fruits Keep In Firmish Market

Montreal

DRIED FRUITS.—In the market for dried fruits during the current week there was little of note to record. Demand has not been particularly active though Lent brings a certain special call for these lines. The shortage of dried apples continues, but has not been felt as a serious factor on the market. Demand for candied peels is quiet. Dates, figs, and raisins are finding their market much as usual without acceleration of demand. Supplies of figs and dates are uncertain as regards the European sources. California figs and raisins will be coming forward to fill the place of the European or Asiatic product, but not plentifully, it is said, and price tendencies for California dried fruits are all rather firm at present.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	0 11½	0 12½
Apples, choice winter, 50-lb. boxes	0 11½	0 12½
Apricots (old crop)	0 18	0 19
Slabs	....	0 19
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11½
Peaches, choice	0 11½	0 13
Pears, choice	....	0 15
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 21
Filiatras, packages, new	0 20	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	0 12½
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 11
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanish (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Prunes—		
30 to 40	....	0 12½
40 to 50	....	0 12
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	....	0 10½
Muscatels, loose, 3-crown, lb.	....	0 11
Muscatels, 4-crown, lb.	....	0 11½
Cal. seedless, 16 oz.	0 12½	0 14
Fancy seeded, 16 oz. pkgs.	....	0 12½
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11

Prices quoted on all lines of fruits are liable to be shaded for quantities according to the state of market.

Molasses Firm; Also Syrups; Maple Outlook

Montreal

MOLASSES AND SYRUPS.—There are rumors that molasses will be very much dearer this summer than last, but the best judges of the situation are not inclined to lay much stress upon these hints for the time being. Supplies at present are none too plentiful, and the market is keeping very firm with demand good. Importation is not proceeding extra fast but supplies are coming along for the most part as needed and railway congestion while delaying things has not worked any heavy hardship on the market for this product. Corn syrups are now being sold from the list quoted below but subject to open prices should there be any delay in filling the orders. The market situation is such that it is hard to fill orders as rapidly as they pour in to the factories, and meantime prices are liable to change. At present the tendency is towards increasing firmness. Reports from the provincial maple syrup sections seem to indicate a lack of labor in the sugar bushes this season, and while the sap is likely to run free before long there may be less production of maple syrup and sugar.

	Prices for Fancy, Island of Montreal.	Choice.
Barbadoes Molasses—		
Puncheons	0 67	0 62
Barrels	0 70	0 64
Half barrels	0 72	0 67

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 45
5 lb. tins, 1 doz. in case, case	3 85
10 lb. tins, ½ doz. in case, case	3 75
20 lb. tins, ¼ doz. in case, case	3 70
Barrels, about 700 lbs.	0 04¾
Half barrels, about 350 lbs.	0 05
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 75
3 gallon wooden pails, 38½ lbs. each, per pail	2 50
5 gallon wooden pails, 65 lbs. each, per pail	3 85
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 95
5 lb. tins, 1 doz. in case, per case	4 35
10 lb. tins, ½ doz. in case, per case	4 25
20 lb. tins, ¼ doz. in case, per case	4 20

Peanuts Advance In Price This Week

Montreal

NUTS.—The market is reported rather stronger on nuts with better demand noted. Peanuts have advanced to the retailer this week, which is not to be wondered at when the humble companion of the joys and sorrows of the "bleachers" at the ball games of this wide continent has betaken itself to participation in the war game of the wide world. Evidently the new demand for peanuts for oil making purposes is producing a shortage for the ordinary uses of peanuts in domestic consumption. The growers of these nuts are shrewd Virginia gentlemen of color in many cases, and they have a way of adapting their minds to market conditions very wisely and profitably. Peanuts will not find any sudden market slump through overproduction or rush of supplies from panicky producers. Brazil nuts and pecans are scarce. Some shadings of price will be noted in nut lines this week.

Almonds (Tara), per lb.	0 18	0 20
Almonds (shelled)	0 39	0 41
Brazil nuts (1916 crop), per lb.	0 20	0 23
Filberts (Sicily), per lb.	0 16	0 19
Hickory nuts (large and small), per lb.	....	0 08
Peanuts (coon), per lb.	0 10½	0 11
Peanuts (Jumbo), per lb.	0 13½	0 14½
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	...	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	....	0 18
Walnuts (shelled)	0 45	0 46
Walnuts (Marbot), in bags	0 13	0 16
Walnuts (California No. 1.	....	0 24

Beans Firm And Still Very Scarce

Montreal

BEANS.—The scarcity of good Canadian beans, and even of imported beans also is keeping the market firm. Beans are hard to get and cost money nowadays. Good grocers know how many beans make five more than ever in these days, and even five beans this spring will have their cash value if planted in good soil to produce a crop. Wholesalers are disappointed with the farmers of Quebec Province in the matter of growing beans. It is felt that in this line there is room for more production, and that it will be very remunerative production too. Yellow eyes are now worth about as much as white Canadians owing to the general scarcity, and Limas are also short in supply.

Beans—		
Canadian 3-lb. pickers, per bushel	8 10	8 40
Canadian 5-lb. pickers	7 50	8 10
Yellow Eyes	7 75	7 95
Lima, per lb.	....	0 16
Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Tapioca Costs More To The Importer

Montreal

RICE AND TAPIOCA.—The firmness of market for rice is maintained this week without further advances in prices. Demand was intensified when the first advances went into effect, and supplies of rice have been moving well. The recent advances were partly due to cost of containers and this feature of the market situation is not at all relieved so that further advances might occur. Rice is still amongst the cheap foods with high nourishing value in spite of advances. Tapioca is to-day in the very firmest market tone. As a matter of fact one leading wholesaler in Montreal vouchsafed the information that tapioca is to-day costing to import, fully a cent a pound more than is being charged for supplies to retailers to-day. This condition will inevitably bring about an advance before long, and the fact that primary market information is all towards firmer conditions still adds to the tendency.

Rangoon rice, per 100 lbs.	4 55	4 60
"Texas" Carolina per 100 lbs.	....	7 40
Real Carolina, per 100 lbs.	8 15	8 65
Patna (fancy)	....	7 65
Patna (good)	4 65	6 65
Siam, No. 2	....	4 65
Siam (fancy)	....	5 90
Tapioca, per lb.	0 11	0 11½

Cocoa in Good Lenten Demand

Montreal

COCOA.—There are no changes in price or matters of market importance to chronicle this week with regard to cocoa. The demand for this commodity in both bulk and tins is now at its best for the season, and campaigns are the rule in some districts of Quebec whereby the retailers are taking advantage of the stimulated demand. It is not considered likely that prices of cocoa or of chocolates will show any marked changes without considerable warning, and prices as quoted last week still prevail.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 15	0 20

History Seems To Have Stunned Coffee

Montreal—

COFFEE.—The coffee market refuses to be disturbed from its condition of sluggishness by events of historical importance all over the world. It was the beginning of these historical events—the famous revolver shot at Sarajevo, which struck coffee all of a heap, and since then the market for the fragrant berry has been disconsolate. Until the European demand is normal again, coffee will be in supply that exceeds demand, and prices will probably remain steady. Only the strenuous efforts of those market princes, who can rally the forces of commerce to meet emergencies, have maintained coffee as quietly and steadily in market as it has been up to the present. Otherwise there might have been trouble beyond mere dullness of market for the coffee business. Prices are this week as quoted last week.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Tea Market Still Firm and Unchanged

Montreal

TEA.—Conditions as regards teas are still of the firmest. Markets have settled down to the realization that there is a big demand, and that stocks are small to meet it. Prices are up accordingly to regulate the condition as far as possible. Great supplies of black teas are known to exist in Ceylon and India, and the most strenuous efforts will be made to move these to market, as tea spoils if kept in the tropics in storage. The embargo at London still holds, and the markets of the American continent are interesting themselves in direct shipments, which may be secured if ships can be secured. It is feared that more cargoes have been lost than have been announced lost openly, but this is mere surmise, as many delays are happening besides actual losses. Meanwhile Japanese teas keep firmer in line with the other qualities.

Pekoe Souchongs, per lb.	0 34	0 36
Pekoes, per lb.	0 38	0 41
Orange Pekoes	0 43	0 45

Spices Still In Very Firm Market

Montreal

SPICES.—The market for spices in Montreal maintains the characteristics of last week almost without change, but allspice is found to be very much firmer at present, and may be quoted higher if things go on as they are trending. Peppers, gingers, mustard seed, cassias, nutmegs, and mace are all steady and unchanged in market tone. Cloves and pimento are higher in primary markets. Cloves are high because of delayed shipments from Zanzibar, but after all these fragrant buds are not very much higher than they were in pre-war days. Ceylon cinnamon is causing market activity, but not enough to affect local quotations. The general trend of markets in spices is still towards great firmness, but uncertainty is causing fluctuations here and there.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 27	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—50c to 55c.			
Ginger (pure)	....—0 20	....—....	....—....
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	0 30—0 33	....—1 15	....—0 40
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 45	....—0 80
Peppers, black	....—0 30	0 27—0 95	....—0 40
Peppers, white	....—0 37	1 17—1 22	....—0 39
Pastry spice	....—0 25	0 25—1 20	....—0 29
Pickling spice	....—0 25	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)	....	0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	....	0 25
Celery seed, bulk	0 36	0 45
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole	....	12-15

Some Variations In Vegetable Prices

Montreal

FRUIT AND VEGETABLES.—Once again Spanish onions have advanced by a dollar a crate, and their price is now $9. These vegetables are getting shorter in supply. Cabbage has come in for advances this week, selling at $6.50 per barrel for old cabbage, $8.50 per crate for new cabbage, and $3.50 per hamper for new cabbage in the smaller package. Rhubarb appears on the market at easier quotations now, $1.25 a dozen for local rhubarb. American rhubarb at ten cents a pound is also quoted. Florida celery is quoting now at $6 per crate, which is a considerable reduction. Boston lettuce quoted at $3.50 per box, an advance of 25 cents. Endive makes its appearance for the first time this season on the market at 25 cents a bundle. This is Canadian endive. Oranges lead the fruits in demand, and navels are now $3 to $3.25 a crate. "Sunkist" are $3 to $3.50. The demand for fruits and vegetables is not exceptionally active, but fair for the season of Lent. Montreal Island potatoes are easier at $2.50 to $2.75 per bag.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	3 00	3 25
Oranges (Floridas)	3 00	5 00
Oranges (Calif.)	3 50..	4 75
Grape Fruit	2 75	3 00
Lemons	4 25	4 50

Apples—	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	8 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 50
Russets	7 00	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (Florida), per crate	....	6 00
Onions, red, per bag (75 lbs.)	6 00	6 50
Onions, Spanish, per crate	....	9 00
Onions, Spanish, ¼ crate	....	2 50
White onions, per bag (100 lbs.)	....	6 00
Potatoes, per bag (80 lbs.)	2 50	3 25
Potatoes (new) per bbl. (150 lbs.)	....	10 00
Potatoes (red)	2 50	2 75
Potatoes (sweet) hamper	....	3 50
Carrots, per bag	....	1 50
Beets, per bag	1 50	2 00
Parsnips	....	1 50
Turnips	1 00	1 25
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Boston), per box of 2 doz.	....	3 00
Tomatoes, hothouse, lb.	....	0 25
Tomatoes (Florida), per crate	5 00	6 00
Tomatoes (Cuban) crate	....	3 50
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	6 50
Cabbage (new), New York, crate	....	8 50
Cabbage (new), per hamper	....	3 50
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket	....	9 00
Beans, U.S. green, basket	....	9 00
Leeks, per doz. bunches	....	3 00
Parsley, doz.	0 50	1 50
Mint, doz.	....	0 50
Watercress, doz.	....	0 50
Spinach, per bbl.	....	7 00
Spinach (Canadian), bamper	....	2 00
Do., per bbl.	....	7 00
Rhubarb, per doz.	....	1 25
Rhubarb (U.S.A.), per lb.	....	0 10
Eggplant, per doz.	....	3 00
Cauliflower, crate	....	4 25
Garlic (Venetian) lb.	....	0 12
Endive (Canadian), bunch	....	0 25

Fish Prices Lower, Due To Big Supplies

Montreal

FISH.—For good reasons, the fish market is very dull, and prices are generally depressed a little this week. One of the reasons is that the fear of the fish famine which prevailed at the beginning of this season owing to predictions in certain quarters, has had the effect of inducing buyers to "bite off more than they could chew." This excess of supply, coupled with the very mild weather which has been prevailing, tended to produce the conditions now existing. In frozen fish lines, Tommy Cods are the most abundant, and lots of them will have to be sacrificed or even destroyed if unsold before the warm weather sets in. All other lines are also easier, and it is realized now that the predicted "fish famine" was only a scare-head story. In pickled and salt fish lines the story is different. Supplies are pretty well exhausted, except for a few barrels of green codfish. Labrador herrings, Labrador salmon, etc., which are left. Smoked and cured fish, such as haddies, bloaters, kippers, etc.,

are in good supply and easier in price. Bulk and shell oysters continue quiet.

SMOKED FISH		
Haddies	0 11	0 12
Haddies, fillet	0 15	0 16
Digby herring, per bundle of 5 boxes		1 00
Smoked boneless herring, 10-lb. box		1 40
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.		0 00
Salmon (Labradmor), per bbl.		20 00
Salmon (B. C. Red)		16 00
Sea Trout, red and pale per bbl.		15 00
Green Cod, No. 1, per bbl.		14 00
Mackerel, No. 1, per bbl.		21 00
Codfish (Skinless), (100-lb. box)		9 50
Codfish (Boneless), Blocks "Ivory" Brand per lb.		0 10
Codfish, Shredded, 12 lb. box		1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 60
Prawns, Imperial gal.		3 00
Shrimps, Imperial gal.		2 50
Scallops		3 00
FRESH FROZEN SEA FISH.		
Halibut	17	—18
Haddock, fancy, express, lb.	08½	—09
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 09	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00
FRESH FISH.		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	....	0 08½
Carp	0 10	0 11
Halibut	0 19	0 20
Dore	0 15	0 16
Lake trout	0 16	0 17
Pike	0 11	0 12

ONTARIO MARKETS

TORONTO, March 21.—Tea continues to be a topic of much interest, with speculation rife as to how long existing stocks will hold out. Some well-informed authorities are of the opinion that present stocks will not last in Canada any more than two months. Supplies to replenish are believed to be coming forward in very sparse quantities, as there is very little carrying space to be had direct from Colombo and Calcutta. Potatoes is about the only line in which there has been an easier market during the week, and a decline of 50c per sack was registered. Eggs held fairly steady during the week owing to the increased consumption occasioned by the lower prices, and also to the fact that they advanced slightly in the Chicago market on account of the threatened railway strike. With the coming of good weather they should go to lower levels. Business during the week has continued most satisfactory.

United Kingdom Bought Lot of Canadian Sugar

SUGAR.—The feature of the week so far as Canadian sugar refiners are concerned was the purchase by the Government of the United Kingdom of 20,000 tons of refined sugar at a price around 6c per pound f.o.b. Canadian shipping ports. It is understood the contract is to be divided among four Canadian refiners. In the Canadian sugar market there is a firm position, although demand has been somewhat quiet during the week. After CANADIAN GROCER went to press last week the raw sugar market in New York developed some weakness owing to transactions in several parcels of unsold raws in port and due to arrive. Receipts to refiners in that centre were also in excess of the meltings, and holders of raw sugars could only dispose of them at a sacrifice of 3-16c from the recent high. But since then the market has recovered and showed some of its inherent strength with sales made on a basis of 5.39c duty paid for prompt delivery and 5.52c for April shipment. Owing to the settlement of the strikes in the American refineries there has been a gradual catching up on deliveries, and it has no longer been possible for the Federal company in that centre to sell refined on an 8c basis. There have been sales of Cuban raws to the United Kingdom to date of approximately 500,000 tons at a price around 4c per pound f.o.b. Cuba. Disturbances in the Island of Cuba continue somewhat, although they seem to be of a less serious nature. The production of sugar on the Island to March 10 stands at 1,119,278 tons, as compared with 1,320,816 tons to a corresponding date last year. The Cuban Government recently stated that every mill on the Island is now grinding. Prices of Canadian refined held steady during the week.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 54
Acadia Sugar Refinery, extra granulated	7 44
Dominion Sugar Refinery, extra granulated	7 44
Yellow, No. 1	7 14
Special icing, barrel	7 74
Powdered, barrels	7 64
Paris lumps, barrels	8 14
Assorted tea cubes, boxes	8 14

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Kraft Paper and Meat Sauces Are Up

PAPER. SAUCES.—There have been numerous advances in various lines of staples carried by the wholesale grocery trade. Bulk seeded raisins have been advanced to 11c per pound in certain instances. Striped kraft paper has been increased ½c per pound, and is now selling at 10½c. Snider soups, which have been out of the market for some time, are again back, and the No. 1 is quoted at $1.15 per dozen, while the 16-oz. size is quoted at $1.45. Clubb's mixture tobacco has been advanced 1c per pound, and is now selling at 99c. Wholesalers are not quoting on the small sizes of Reindeer coffee and cocoa owing to the inability of the manufacturers to make delivery. All condensed and evaporated milks are in firm market. Nitrate of soda has been increased 1½c per pound, and is now selling at 9c per pound in kegs and 10c per pound in small lots. Clark's spaghetti with tomato sauce has been advanced in price from 10c to 15c, the ½-lb. size being quoted at $1.30, 1-lb. size at $1.75, and 3-lb. size at $2.90. Canadian sardines to arrive in April will be quoted at $5 per case. Present stocks of these sardines are now in narrow compass, and are selling as high as $6 per case. Khova health salts have advanced 5c per dozen, now being quoted at $1.45. La Franc's castile soaps from 15c to 35c per case, with 100's in case selling at $4.15, and twenty 2's in case at $4.60. Royal salad dressing in pint containers has advanced 25c per case to $5.25, while the half-pints are now selling at $6.50 per case. Linseed meal has been advanced to $6.75 per 100 pounds, and flaxseed to $7 per 100 pounds. Lea & Perrins sauces in half-pints is now quoted at $3.95, an advance of 20c, while the pints are quoted at $6.75. an advance of 25c.

Peanut Butter Has Advanced 20 Per Cent.

PEANUT BUTTER, SHRIMPS.—An advance of 1c per pound has been recorded in the price of bulk peanut butter and approximately 20 per cent. advance on all package goods. The firmness has been caused through the higher prices that have been prevailing in the market for peanuts in the Southern United States, where the prices now prevailing are the highest that have been quoted for the past four years. On the No. 1 packages the advance has been 20c, making the price to the retail trade now $1.15, while the price on No. 2 packages is now $1.60, No. 3 is $2.10, and No. 4 is $2.65. The price of canned shrimp, as intimated in these columns last week, would probably be higher. Wholesalers are now quoting them at $1.80 per dozen, which makes this class of goods now a 10-cent line.

Corn Syrup Steady; Molasses Market Firm

Toronto

MOLASSES AND SYRUPS.—Prices for corn syrup still remain at open quotations, there being no announcement during the week that prices would be other than those at the day of shipment.

No advances were recorded, but wholesalers continued to sell on the basis of open prices. The molasses market is firm, with an advance recorded in certain instances in 1¾-lb. tins of 10c per case, making the price now $1.20. There has been a good demand for molasses. Shipments of molasses in case goods are now arriving after being on the way for over two months.

Corn Syrups—		
Barrels, per lb.	....	0 04¾
Cases, 2-lb. tins, 2 doz. in case	....	3 45
Cases, 5-lb. tins, 1 doz. in case	....	3 85
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	....	0 04½
Cases, 2-lb. tins, 2 doz. in case	....	4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, half barrels, gal.	0 42	0 44
West India, 10-gal. kegs	....	0 50
Tins, 2-lb., table grade, case 2 doz.	....	3 75
Tins, 2-lb., baking grade, case 2 doz.	....	2 75

Corn Prices Were Advanced at Factory

Toronto

CANNED GOODS.—An advance of 60c per dozen in the price of canned corn has been announced at factory points during the week. Wholesalers for the most part have their stocks fairly well bought, and as yet there has been no movement on their part toward higher levels. Corn supplies are not plentiful. There has been a good demand for canned articles, and particularly corn.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
Alaska reds, 1-lb., talls	2 75	3 00
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 40	1 45
Pinks, 1-lb. talls	1 65	1 80
Coboes, ½-lb. tins	1 45	1 50
Coboes, 1-lb. tins	2 40	2 60
Red Springs, 1-lb. talls	2 35	2 75
Canned Vegetables—		
Tomatoes, 2½s	2 15	2 25
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	1 35	1 45
Asparagus tips, doz.	2 75	3 00
Corn, 2's, doz.	1 60	1 75
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 50	2 75

Importers Have Advanced Prunes ¼c

Toronto

DRIED FRUITS.—Local importers have advanced the price of prunes ¼c per pound during the week. Prunes are scarce on spot. Some prunes are on the way from the Coast, but when they will arrive is another question. One importer stated he would not bring any more prunes in this season. There has been a good consumption of prunes, and men well posted on the situation look for them to go to higher levels. Quotations on the 1917 crop have advanced ½c per pound during the week, and 1c per pound on the opening base price. Local importers are keeping out of this future market at present, as they assert there is too great uncertainty about getting in at this time. Dromedary dates have advanced 15c during the week, while hallowees are also quoted up 1c from the lower level. Figs are selling well on spot, but there will not be any further supplies brought into this market by importers during the present season. The shipment of fards and hallowee dates were held up in New York during the latter part of last week owing to the threatened railway strike. They were started on their way on Monday, and were due to arrive about the middle of the week. Prices on English candied peel were announced during the week, and will be 20 per cent. higher than the opening price of last year. On this basis prices for lemon to the retailer will probably be in the neighborhood of 28c to 30c per pound, with orange somewhere in the same neighborhood.

Apples, evaporated, per lb.	0 13	0 13½
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 25
Orange	0 24	0 27
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Vostizzas, choice	0 23	0 24
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	....	3 25
Dromedary dates, 3 doz. in case	....	4 00
Hallowee, per lb.	....	0 11½
Figs—		
Taps, lb.	....	0 06½
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-50s, per lb., 25s, faced	0 12	0 12½
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lb., 2s, faced	0 09½	0 11
80-90s, per lb., 25's, unfaced	0 11½	....
5-lb. tins	....	0 65
Peaches—		
Choice, 25-lb. boxes	....	0 12
Stds., 25-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 09½	0 10½
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 15	0 16

Tea Shortage Will Be Acute in Near Future

Toronto

TEA.—There is every indication that there will be a serious shortage of tea in Canada within the next six months, as there is little prospect of much relief so far as sufficient quantities of additional supplies are concerned. One prominent tea man estimates there are probably not over 40,000 cases of tea in Canada, which is only about sufficient to last the country two months. There are very few shipments of tea coming forward direct from Colombo and Calcutta. Coming direct to Boston by the Atlantic there have been only two steamers since January 10, namely, the City of Edinburgh and a Japanese steamer. Some shipments are reported to have left Colombo and Calcutta to come by way of the Pacific, but it will take at least three and one-half to four months for these supplies to reach here. Some firms have been advised by cable that shipments which they thought had left Colombo via the Pacific had not yet left, and that there would be no hope of getting any shipments out for at least a month. One of the large importing firms, which in the ordinary course of events in normal times would have sold in the neighborhood of 20,000 cases of tea in the time intervening since the placement of the embargo has not sold a single case. Locally spot teas are high, and in all probability will be higher before relief comes. The lower grades of teas are quoted up 3c to 4c per pound during the week, with Pekoe Souchongs quoted at 38c to 40c and Pekoes at 40c to 43c per pound.

	Per lb.	
Pekoe Souchongs	0 38	0 40
Pekoes	0 40	0 43
Orange Pekoes	0 42	0 46
Broken Pekoes	0 44	0 48
Broken Orange Pekoes	0 45	0 50

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movements.

Success of Allies Has Made Coffee Firm

Toronto

COFFEE, COCOA.—The recent great success of the Allies in causing the retreat of the enemy from a large section of France was instrumental in putting firmness into coffee in the primary markets. Such a success seemed to indicate that the end of hostilities is appreciably nearer, when there will be a big demand from the Central Empires for coffee. Brazilian coffee in some instances was quoted higher locally, Rio being up to 22c to 25c, an advance of 2c to 4c per pound. The demand for cocoa has been very heavy within recent weeks. One large plant has been forced to work overtime four nights a week for some time past in order to try and keep up with the orders. There is no English cocoa coming in this market at present, and this in part accounts for the demand on Canadian plants. Cocoa beans have been a trifle higher in the primary market, but the price of cocoa has held steady during the week.

Coffee—		
Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 25
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 14	0 17
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 15	0 20

Carraway Seed Is Out Of The Market

Toronto

SPICES.—Owing to the high prices that of necessity prevail for carraway seed, there has been an effectual shutting off of the demand. Furthermore, in the primary market in New York there have been no quotations for some weeks past. Spice men locally have practically withdrawn their quotations, as their stocks are at very low ebb. Some have a few pounds, but when these are gone they will be unable to get further supplies. Ginger is slightly higher in the primary market

and shipments are slow. Black pepper has been advaneed 1c per pound locally during the week, the lowest quotation being 30c per pound. Coriander seed is also firm, with advanees recorded in some instances of 2c per pound. There was an advance of 3c to 4c per pound in this commodity in the primary market during the week. Demand for spices of all kinds has been very good.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 30	0 50
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	0 20	0 25
Peppers, white	0 38	0 45
Peppers, black	0 30	0 35
Nutmegs, selects, whole, 100's	....	0 40
Do., 80's	....	0 45
Do., 64's	....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 35	0 45
Coriander, whole	0 25	0 30
Carraway seed, whole	0 75	0 85
Cream of Tartar—		
French, pure	0 48	0 52
American high test	0 55	0 58

Shelled Walnuts For May Shipment Up 1c

Toronto

NUTS.—Prices on shelled walnuts for May shipment have been quoted 1c per pound higher by importers. There has been an advance of 5 per cent. in the war insurance risk on shipments coming direct from France during the past week, the rate being now 10 per cent. as compared with 5 per cent. formerly. This increase represents an increase in the price of the walnuts by 1½c per pound. Two cars of new Brazil nuts in the shell arrived in the city last week. In the primary market Brazils are quoted ½c per pound lower during the week. The peanut market is strong. Locally there was an advance of 1½c for shelled peanuts. Peanuts are now at the highest point they have reached for the past four years in the primary market. Trade in nuts has been somewhat quiet during the week.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Bordeaux	0 18	0 19
Walnuts, Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12½	0 14
Brazil nuts, lb.	0 20	0 22
Cocoanuts, per sack 100	....	6 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	0 26	0 33
Peanuts, lb.	....	0 14
Brazil nuts, lb.	0 70	0 75
Pecans, lb.	....	0 85

Tapioca Scarce and Prices Range Higher

Toronto

RICE AND TAPIOCA.—There is an increasing firmness in the tapioca market, with supplies becoming more depleted. Importers have been able to secure quotations only on Penang, the Singapore not being offered. Penang to import at the present would cost 11c to lay down, which would not include any commission for importers or wholesalers. Locally the range of prices on tapioca quite generally run from 12c to 12½c, although in certain instances quotations as low as 11½c are given. Rice continues in firm market, with a tendency toward higher prices in certain quarters. Second grade Siam has been advanced quite generally ½c per pound, while Chinese rice is up ½c to ¾c per pound. There is a fairly good demand for rice.

Texas, fancy, per 100 lbs.	6 50	8 50
Siam, fancy, per 100 lbs.	6 50	7 00
Siam, second, per 100 lbs.	5 00	5 75
Japans, fancy, per 100 lbs.	6 50	7 00
Japans, second, per 100 lbs.	5 50	6 25
Chinese, per 100 lbs.	5 50	6 00
Tapioca, per lb.	0 11½	0 12½

Lima Beans Moved Up ½c Per Pound

Toronto

BEANS.—There was a movement towards higher levels in lima beans during the week. In rare instances they could be secured still for 12c, but the quotation quite generally was not below 12½c, and in many instances 13. Some wholesalers are entirely out of stock, and are unable to get further supplies. In the New York market, limas are quoted at 14c per pound, which represents an increase of ½c per pound during the week. In California they are quoted at 12½c There has been a good demand for limas on account of the short supply of Ontarios. California black eyes are not handled extensively in this market, but where quotations are made in Toronto they are selling at $4.75 to $5 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bush.	7 00	7 50
Rangoon, per bushel	6 25	7 00
Japanese, per bushel	....	6 00
Black eyes, California, bushel	....	4 75
Yellow eyes, bushel	....	7 26
Limas, per pound	0 12	0 14

Round Packages of Oats Quoted Higher

Toronto

PACKAGES.—There has been an increase of 5c per case in the price of the round package Purity oats of 2-lb. size, and 20c increase in the Tillson brand. This is due to the firmness in the market for oats. Other package cereals held steady during the week, with a continued fair demand. Starches also held in an open market so far as prices are concerned, the manufacturers not making any further announcement as to the stability of quotations. Prices are those that prevail at the time of shipment. There has been no change, however, in prices during the week.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 40	1 80
Rolled oats, square case	4 75	4 85
Shredded wheat, case	....	3 60
Cornstarch, No. 1, pound cartons	....	0 08½
No. 2, pound cartons	....	0 07½
Starch, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Railroads Now Drawing Line On Fish Shipments

Toronto

FISH AND OYSTERS.—Wholesale fish men were confronted with the refusal of shipments of fish out of Toronto during the latter part of last week by one of the railroads. Towns that are only served by the Grand Trunk may, therefore, find difficulty in getting supplies of this food commodity. The company for the first time since embargoes have been the order have refused shipments of perishable commodities. How long the embargo will last is not apparent at the time of writing. In the smoked fish there has been an easier tendeney in new cured haddies, a deeline of ½c per pound being recorded, and are now selling at 12½c. Pickled salmon are off the market for the season. Crabs are easier in price, being quoted down 75c per dozen, the price being $1.75. Smelts are also slightly easier in priee, being quoted at 12½c per pound for No. 1, as compared with 13c last week. There is a good supply of smelts at the present time. The sale of oysters and shrimps has been seasonably good. Demand for fish of all kinds is keeping up well.

SMOKED FISH.		
Ciscoes, per lb.	....	0 15
Haddies, per lb., new cured	....	0 12½
Haddies, fillets, per lb.	0 17	0 18
Kippered herring, per box	1 60	2 00
Digby herring, bundle of five boxes	1 10	1 25
Smoked boneless herring, 10-lb. box	....	1 50
Strip cod, 30-lb. boxes	....	4 50
PICKLED AND DRIED FISH.		
Skinless cod, 50-lb. boxes	....	4 50
Acadia cod, 20 1-lb. blocks	....	2 60
Salt mackerel, kits	....	2 60
Salt cod, lb.	....	0 08½
Quail on toast, lb.	....	0 10
Sbredded cod, 24 cartons	....	1 80
FRESH SEA FISH.		
Crabs, per dozen	....	1 75
Halibut, frozen	0 17	0 17½
Cbicken balibut, per lb.	0 15	0 15½
Cohoe salmon (red), frozen	0 14½	0 15
Qualla salmon (pink), frozen	0 10	0 10½
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	....	0 11
Flounders, lb., frozen	....	0 06
FRESH LAKE FISH.		
Piks, lb.	0 08	0 08½
Whitefish, lb., frozen	0 13	0 13½
Goldeyes, lb.	0 07	0 08
Herrings, frozen	....	0 06
Tullibees, lb.	0 09	0 09½
Yellow pickerel	0 12	0 13
Smelts, No. 1	....	0 12½
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Shell, per barrel	....	8 50
Shrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Bananas Are Higher; Pineapples Arrive

Toronto

FRUIT.—Still higher prices have been reached for bananas during the week, being now almost at a record price and not far from double the priee in normal times. There is great difficulty in getting the fruit owing to the shipping situation. Fruit is reported to be fairly plentiful at the producing points, but it is impossible to get it into distribution owing to the carrying situation. They are now quoted from $2.25 to $3.50 per bunch. Florida oranges are quoted 75c to $1.25 per case higher this week owing to the scarcity. Cuban grapefruit are also quoted at former prices, the range now being $3.50 to $5, as compared with $3.25 to $3.90 formerly. California lemons are quoted firm at $4.25 per case.

Porto Rican pine apples have reached the market, and are quoted at $5 to $5.50 per case, according to the size of the fruit. Oranges are somewhat scarce with some of the wholesalers owing to the difficulty attached to getting them here.

Apples—		
Spys, No. 1	....	8 00
Spys, No. 2	....	6 50
Spys, No. 3	....	5 50
Baldwins, No. 1 N.S., bbl.	....	6 00
Ben Davis, No. 1	....	5 00
Ben Davis, No. 3	3 50	4 00
Boxes, American	2 50	2 75
Boxes, B.C. Wagners	....	2 00
Bananas, bunch	2 25	3 50
Cranberries, bbl.	9 50	10 00
Do., 50-lb. box	....	5 00
Boxes, 28-qt.	3 25	3 50
Oranges—		
Cal. Navels	3 60	4 00
Floridas, case	4 25	4 50
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	4 00	4 75
Grapefruit, Cuban	3 50	5 00
Lemons, Cal., case	....	4 25
Messinas, case	3 75	4 00
Pineapples, Porto Rican	5 00	5 50
Rhubarb, doz. bunches	1 10	1 25
Strawberries, 1-qt.	0 65	0 70

Potatoes Drop Again 50 Cents Per Sack

Toronto

VEGETABLES.—Potatoes continued on the down grade during the week, and are quoted 50c per sack under last week, the range now being $3.25 to $3.50 for New Brunswick Delawares, as compared with $3.75 to $4 for the previous week. Western potatoes are also quoted lower, being now $3 per 75-lb. sack. Better supplies have been reaching the local market. This decline is in conformity with a prediction made by CANADIAN GROCER some weeks ago, when potatoes were quoted around $4.50 to $5 per sack. California cauliflower are now quoted firm at $4.50 per box, the lower quotation of $4 given last week having disappeared. Some American onions were in the market during the week, and were quoted at $11 per 90-lb. sack. Ontario red onions are quoted 50c to $1.50 per sack higher, the range now being $8 to $8.50. Some Florida celery reached the market during the week, and in half-cases of 4 dozen are quoted at $5.50, 6 dozen to case at $5, and 8 dozen to case $4.

Beets, bag	....	2 25
Brussel sprouts, imported, quart	....	0 15
Cucumbers, hothouse, doz.	....	3 00
Cabbage, new, case	....	7 00
Hampers	....	3 75
Cauliflower, Cal., 18 to 24 in box	....	4 50
Carrots, bag	....	2 25
New, dozen bunches	....	1 00
Celery, California, case	....	....
Florida, half case	4 00	5 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
California head lettuce, case	3 50	5 00
Mushrooms, 4 lbs.	2 75	3 00
Onions—		
Spanish, crate, 120 lbs.	....	10 00
American, yellow, 90-lb. sack	....	11 00
Ontario onions, 75-lb. sack, yellow	8 50	9 00
Ontario onions, 75-lb. sack, red	8 00	8 50
Green, per bunch	....	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	3 25	3 50
Sweet Jerseys, bamper	....	3 00
Western, 90-lb. sack	3 00	....
Parsnips, bag	2 50	....
Green peppers, doz.	....	1 00
Tomatoes, Florida, 6-basket carriers	6 00	6 50
Parsley, 11-qt.	....	0 75
Watercress, doz.	....	0 30
Turnips, bag	1 10	1 25

MANITOBA MARKETS

WINNIPEG, March 21.—The threatened strike in the United States interfered with business here, but with the difficulty cleared up, business has tended toward normal again. The wheat market had been fluctuating, with a tendency down, but it resumed a higher level when the more reassuring news arrived. There has been more or less of an embargo on Canadian goods into the United States. The potato market was affected, the export demand being cut off; thus prices became easier. Dealers are expecting a reaction in potatoes, which is more likely now that traffic will resume.

Many lines are tending upward on account of the high cost of tin. It is noticed that dealers will be selling New Orleans molasses 1½'s instead of 2's at 10c if the price continues up; many jobbers are offering molasses on that basis. Stove and shoe polishes are likely to be higher if tin containers go higher. One B. C. packer states that his costs for material outside the fish, such as tin, cases, etc., was $50,000 more than last year. Lower grades of salmon especially will be higher in price next year.

All lines of cheaper New Orleans molasses are likely to go higher. Shippers are away behind with their orders on condensed and evaporated milk. Rices are said to be good value at today's prices. Wash boards and any other lines into which metals enter in the manufacture may be considered liable to go up. Canned oysters are due for an advance. They do not matter so much now with the fresh supplies coming in, except in the country where fresh are difficult to obtain. People eat few oysters in the months in which there is no "r," and April is the last month in which the demand is at all heavy.

While eggs have been declining fast, they probably will not come down much more until the snow moves away. As sales are being made this year on the "loss off" basis, the standard will be increased, and the situation will be more involved than it was in previous years.

SUGAR.—At the beginning of this week, sugar was still being quoted on a basis of $8.15. Some of the department stores were offering 10-lb. sacks of sugar for 85c, but this was probably a lower grade. There is a fair volume of sugar moving, despite the uncertainty of the market.

SYRUPS.—While the corn market continues very high, there has been no change made in the price of corn syrup, nor of starches. Dealers are looking for higher prices on all cheaper lines of New Orleans molasses. The trade is being offered a new size. Before the price went up, dealers were able to sell 2's for 10c; the tendency is for them to offer 1½'s now for that price. The cost of tin has contributed largely to this. It is expected that shipments of maple syrup should be made from the East towards the end of the month.

B. C. Cane Syrup—	
2-lb. tins, 2 doz. to case, per case	4 10
5-lb. tins, 1 doz. to case, per case	4 70
10-lb... tins, ½ doz. to case, per case	4 40
20-lb. tins, 3 tins to case, per case	4 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 70
New Orleans, ½ bbls., gal.	0 46

DRIED VEGETABLES.—Stocks of beans are low in Winnipeg, and the market is still very firm. Prices of Limas in California have jumped 3½c during the past month. It is reported that the British Government have purchased heavily of future California white beans, but this cannot be verified. Peas, whole and splits, continue scarce and high. The same applies to both pot and pearl barley.

Beans—		
Japanese, white beans, bushel	....	6 00
Manchurian, bushel	....	5 95
California Lima Beans—		
80-lb. sacks	....	0 10½
Barley—		
Pot, per sack, 98 lbs.	4 60	4 70
Pearl, per sack, 98 lbs.	6 60	6 65
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	3 60	4 00

DRIED FRUITS.—All evaporated fruits tend to be high, with the exception of cooking figs. Cooking figs in mats are cheap, it is claimed. They are liable to continue low. Dealers are being asked 7c per lb. All California products are firm. Apricots seem to be about cleaned up in California; some of the jobbers in Winnipeg have fair stocks, but as a rule they are small. Peaches have advanced ⅛c on standards and choice by the California Peach Association. No new prices have yet been named on Australian currants.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	0 11½	0 12½
Apricots—		
Choice, 25's	0 19	0 20
Choice, 10's	0 19½	0 20½
Pears—		
Choice, 25's	....	0 12½
Peaches—		
Choice, 25-lb. boxes	....	0 10
Choice, 10-lb. boxes	....	0 10⅝
Currants—		
Fresh cleaned, Australian, lb.	....	0 19
Amalias, Greek, wet cleaned	0 18	0 18½
Figs—		
Coking Figs	....	0 07½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	2 00
Raisins, California—		
16 oz. fancy, seeded	....	0 11¼
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 09
40 to 50, 25's	....	0 11¾
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

RICE.—There is a firmer feeling in

(Continued on page 44)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, March 20. — Wholesale trade this last week has ben quiet. Retailers have been buying sugar and flour in small quantities evidently expecting a break in the market. Sugar has come down a little but flour is still firm. Owing to the high price of potatoes the demand for rice continues brisk but prices are unchanged. There is every indication that the potato market will weaken in the near future but prices are still fairly firm though the poorer grades are a bit lower in price. Butter is easier and eggs have taken a drop, but lard has advanced.

VANCOUVER, B.C.—		
Sugar, pure cane, granulated, 100 lbs.	8 00	....
Flour, first patents, Manitoba, per bbl., in car lots	9 70	....
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	....	....
Rice, Siam, per ton	75 00	....
Beans, Japanese, per ton	85 00	....
Potatoes, per ton	50 00	70 00
Lard, pure, in 400-lb. tierces, per lb.	0 22	....
Butter, fresh made creamery, lb.	0 49	....
Eggs, new laid, in cartons, per dozen	0 42	0 59
Cheese, new, large, per pound	0 28½	....

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 20.—Bacon has again advanced, sides are now quoted at 29c per pound, backs 30c per pound. Cheese is firmer large Ontario being offered at 27c per pound. Dairy butter is scarcer with No. 2 creamery offering. New laid eggs have taken a big drop and are offered at $9 to $10 per case, with further declines expected this week. Corn has advanced 10c per case and is now quoted at $3.60 to $4 per case. Evaporated apricots have also advanced to 25c per pound. Domestic sardines are up 15c per case, now selling at $5 per case. Sockeye salmon in tall, 1 pound cans are quoted at $12.25 per case, an advance of 25c; half pound tins are quoted at $14 per case. Grape fruit is higher with oranges and lemons stiffening locally. Potatoes are selling at $40 per ton.

CALGARY:		
Beans, small white Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, per bbl.	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 35
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 45
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	14 70
Bacon, smoked backs, lb.	....	0 30
Bacon, smoked sides, lb.	....	0 29
Eggs, new-laid, case	9 00	10 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, staudard case	3 60	4 00
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 25
Salmon, pink, tall a.cse	5 00	5 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 20.—The dominant feature of the market situation this week is the increasing scarcity in many lines owing to railway congestion. One jobber reports that he is entirely out of fifty different lines. Eggs are falling off rapidly, new-laid eggs are now selling from 34c to 36c per dozen, a decline of 9c to 11c. There are no case eggs at present. Flour has made a drop and Manitoba first patents are now selling at $10.70 per barrel, a decline of 30c while Ontario flour sells at $9.95 per barrel a drop of 10c. Beans have again advanced, the white variety now selling at $7.80 per bushel, an advance of 20c per bushel. Yellow eyed beans are selling at $7.55 per bushel, an advance of 20c to 30c per bushel. Buckwheat flour has dropped 25c per bag and is now quoted at $5.50 to $5.75. Potatoes are selling at $5.25, a decline of 75c per barrel.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Manitoba	....	10 70
Ontario	....	9 95
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 75
Flour, buckwheat, 100-lb. bag	5 50	5 75
Molasses, extra fancy, gal.	0 59	0 60
Rolled oats, bbl.	....	8 25
Beans, white, bush.	....	7 80
Beans, yellow-eyed	....	7 55
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 55	7 60
United Empire	7 45	7 50
Bright yellow	7 35	7 40
No. 1 yellow	7 15	7 20
Paris lumps	8 50	8 75
Cheese, N.B., twins	0 26	0 26½
Eggs, new laid	0 34	0 36
Eggs, case	....	0 43
Roll bacon	....	0 28
Breakfast bacon	0 28	0 31
Butter, dairy, per lb.	0 40	0 42
Lard, pure, lb.	0 25¼	0 25½
Lard, compound	0 18	0 18¼
American clear pork	47 00	48 00
Beef, corned, 1s	2 80	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 25	6 50
Salmon, Cohoes, case	9 00	9 25
Salmon, Chums	5 00	5 25
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 12
Raisins, fancy, lb.	....	0 12¼
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 12	0 12½
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	....	5 50
Oranges, Cal., box	4 00	4 75
Grapes, Malaga, keg	6 00	7 00
Grapefruit, per case	4 50	5 00
Potatoes, bbl.	....	6 25
Onions, per 100-lb. bag	10 00	11 00

Britain Increases Potato Supply

That Great Britain can produce a greater potato supply than is necessary for her home consumption, and with the help of a normal summer, will be able to produce an abundant supply of this important crop next season, is the cheering news which comes from across the water. As result of the law passed in December 1916, empowering local authorities to take over vacant land to be utilized for the growing of crop, large areas have ben provided as allotments to residents in the immediate vicinity of their homes and some of the large collieries in Wales have placed areas of land at the disposal of their men for the raising of crops.

U.S. Has Lowest Sugar Prices

Some interesting details regarding the sugar trade reveal the fact that the four million tons of sugar which is consumed in the United States annually, and which is to-day being purchased at the lowest figure prevailing in any large country, is to the extent of 50 per cent. grown on American soil. The beet sugar grown in the States leads with 840,000 tons, then comes raw sugar from Hawaii, 625,000 tons; then Porto Rico, followed by the cane sugar from Louisiana and Texas. The wholesale price of sugar in New York is 8 cents per pound and should be sold by the retailers at from 9 to 10 cents.

Porter S. White passed away on March 15, at his home in Peterborough, Ont. Mr. White has been a retail merchant in Peterborough for some years.

FLOUR AND CEREALS

Flour Declined But Market May Firm

Montreal

FLOUR AND FEEDS.—Flour declined rather unexpectedly since last report, and since the decline of 30 cents per barrel wheat advanced again in the West, and at the time of writing flour prophets were very much inclined to keep their teeth shut and their tongues at home. Predictions were not willingly made by those in touch with the markets. It was expected that if wheat advanced much farther flour would again reach the $10.10 figure per barrel, but no one could say what wheat might or might not do. One very experienced veteran of the wheat market said shrewdly that the present conditions are due to the speculation of a small circle who have to keep busy, and that the ups and downs of the wheat market are mainly artificial, and not caused by any great economic factors for the time being. Another close watcher of the markets noted the fact that Canadian visible wheat had declined three million bushels, and was almost inclined to predict a bullish move in consequence or following further reductions of visible wheat in Canada, but with-held predictions in view of the general uncertainty. On one point all were decided: that is that business in flour is very much better and brisker than it has been of late, though there is still room for improvement in transportation. Wheels are running more freely however both in mills and on rails, and the situation is steadily improving. Winter wheat is not very active, and prices have not altered this week. Hand to mouth buying is the rule at present. The demand for all kinds of feeds is stronger than ever. Prices rule firm as possible and there is no sign of any decline in these lines until the advance of spring relieves the strain on the production of feeds.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 80	10 00
Second patents	9 30	9 50
Strong bakers	9 10	9 30
Winter Wheat Flour—		
Fancy patents	9 00	9 25
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 10
Bran, per ton	36 00	38 00
Shorts	39 00	40 0
Special middlings 4	43 00	44 00
Feed flour	52 00	53 00
Feed oats, per bushel	....	0 76

Cereals Maintain Demand; Some Changes

Montreal

CEREALS.—The market call for cereals continues steady, and the changes in prices due to the fluctuations of the wheat market are found this week in the wheat based cereals such as wheatlets, Graham flour, and whole wheat flour. Rye flour is firmer this week, but pearl hominy could be purchased at easier prices this week. Barley is still quoting as last week and is in firm market. The package goods are moving steadily and so far without alteration in price. Shortage of cornmeal is noted due to the slow arrivals of corn supplies, and prices are firm in this line. There is a firmness in the market for oats which may affect oatmeal if the tone persists.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	4 70	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	....	3 80
Cornmeal, yellow, 98 lbs.	3 75	4 00
Graham flour, 98 lbs.	....	4 65
Hominy, granulated 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	3 75	4 00
Oatmeal, standard, 98 lbs.	....	4 10
Oatmeal, granulated, 98 lbs.	....	4 10
Peas, Canadian, boiling, bush.	....	2 75
Rolled oats, 90-lb. bags	3 25	3 35
Rolled wheat, 100-lb. bbls.	....	5 50
Rye flour, 98 lbs.	....	4 50
Whole wheat flour, 98 lbs.	....	4 65
Wheatlets, 98 lbs.	....	4 90

Flour Followed Wheat Downward

Decline of 30c Per Barrel Recorded During Week—Wheat Again in Fairly Strong Position

Toronto

FLOUR.—There was a sagging tendency in the wheat market toward the end of last week, when the commodity had declined 6½c from the high point reached in the present upward tendency. With the decline in wheat, millers were quick to follow the market downward in the price of flour, and a consequent decline of 30c per barrel was recorded, making the selling price at the time of writing $9.70 per barrel. On Saturday there was a recovery in the price of wheat, and on Monday of the present week the cash article at Winnipeg sold up within a half cent of the recent highest point, the closing price for the cash commodity being $1.88⅜ per bushel. Tuesday of this week there was heavy profit-taking on the part of the speculators in wheat and a lot of selling developed, which sent the cash wheat down ⅞c per bushel at the close. There is inherent strength in the market as evidenced from the slight decline that developed under the stress of heavy selling orders. There were various factors, too, in the market which were construed as bearish influences, notably the retreat of the Germans and liberal offerings of Canadian wheat at Minneapolis. A factor, however, that is giving strength to the market at present is the possibility of the United States getting into the war. During the first part of the week there was an apparent absence of any urgent demand for wheat for export. Canadian mills are finding a normal demand, with little better prospect of an outlet through export channels except for flour for the military. Ontario winter wheat flour held steady during the week, but is still in a strong position.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 70	9 90
Second patents	9 20	9 40
Strong bakers	9 00	9 20
Ontario Winter Wheat Flour—		
High ptents	8 60	8 80
Second patents	8 20	8 40

Sinking of Brayhead Has Reduced Cereals

Toronto

CEREALS.—Cable despatches on Wednesday stated that the S.S. Brayhead, which left St. John on March 1, had been sunk by a submarine. This steamer had on board a full cargo of cereals from Canadian mills. Activity with this export business has caused the Canadian mills to be busy of late, and now that this supply has been reduced will probably mean that additional orders will have to be placed. There is a constantly improving demand for bulk cereals of all kinds. There is a particularly heavy demand for standard oatmeal. Price cutting in the sale of rolled oats has helped to make the grocer push the sale of the oatmeal, in which there is a larger margin of profit. There was a continuation of price-cutting in rolled oats, some quotations being down as low as $3.40 per bag during the week.

	Car lots	Small lots
Barley, pearl, 98 lbs.	6 25	7 50
Barley, pot, 98 lbs.	4 60	5 50
Buckwheat flour, 98 lbs.	5 00	5 25
Corn flour, 98 lbs.	3 75	4 00
Cornmeal, yellow, 98 lbs.	3 25	3 50
Graham flour, 98 lbs.	4 75	4 85
Hominy grits, 98 lbs.	3 55	3 75
Hominy, pearl, 98 lbs.	3 75	4 00
Oatmeal, standard, 98 lbs.	4 15	4 30
Rolled oats, 90-lb. bags	3 40	3 50
Rolled wheat, 100-lb. bbls.	5 00	5 50
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 75	4 85
Wheatlets, 98 lbs.	4 89	5 75

Feed Oats Are Slightly Higher

Toronto

MILL FEEDS.—There was a 1c increase in the price being paid for Ontario oats during the week, the quotations ranging from 65c to 67c per bushel. Supplies of this class of feed is within very narrow compass. Manitoba oats held steady, however. Mill feeds of all kinds were in a steady market, with no diminution of demand.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	36 00	38 00
Shorts	39 00	41 00
Special middlings	43 00	45 00
Feed flour	52 00	54 00
Ontario oats, No. 2 (nominal)	0 65	0 67
Manitoba oats, No. 2 (nominal)	....	0 74

Flour Business Quiet In Western Canada

Winnipeg

FLOUR AND CEREALS. — Early this week first patents stood at 9.70. Domestic business was reported very quiet, all the mills reporting very little business being offered. The reason given for this is that it is somewhat between seasons. The wheat market registered considerable fluctuation last week on account of the threatened railway strike. When the situation cleared last weekend, the market came back to the high point it had reached before the strike threatened. Rolled oats are firm at $3.00, with considerable business doing. Oatmeal remains at $3.75. Feeds are firm at $30 for bran, and $32 for shorts and middlings. Eastern demand is still in excess of supply. As regards traffic, eastern movements have been easier, but all Southern movement was held up last week on account of the threatened strike.

Flour—		
Best patents	....	9 70
Bakers	....	9 20
Clears	....	8 80
XXXX	....	6 60
Cereals—		
Rolled oats, 90 lbs.	....	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 00
Oatmeal, 98's	....	3 75
Feeds—		
Bran, per ton	....	30 00
Shorts, ton	....	32 00
Middlings, ton	....	32 00
Mixed chop, ton	....	42 00

WEEKLY GROCER MARKET REPORTS

(Continued from page 41.)

all lines of rice. Dealers are not looking for an advance, as it is pretty near the end of the busy season. Tapioca and sago are firm.

Varying Prices On Canned Goods

CANNED GOODS.—One who holds that the market on tomatoes is easier here than it should be, drew attention to the fact that they were selling for the same price in Winnipeg stores as in Toronto stores. Considering the freight charges between Toronto and Winnipeg, the price should be much higher. Jobbers find that the canned goods season is only just opening up. Quotations to the trade have been as low as $3.75 case for 3's, and $2.80 case for 2's, but these were used as leaders; the jobber who quoted them admitted that he could not buy at these figures, and insists himself that canned goods are held very firmly. Stocks in Winnipeg can be called large, although several firms went into the American market and bought heavily. B. C. packers are asking higher prices for fall delivery new pack, which shows that there is no easiness in this market. The prices are particularly high for low-grade products. New prices are out on California canned fruits, and they are also higher than last year.

More Halibut Arriving; Decline in Mackerel

Winnipeg

FISH AND POULTRY.—There is plenty of whitefish offering, but dealers have had to pay a high price for their supplies this year, labor conditions on the lakes being bad. Halibut is a little easier, and is bringing 16c this week, instead of 18c; the supply of halibut is better. Mackerel are down to $3 for 20-lb. kits, as it is getting near the end of season. There will be little new on the market for two or three weeks, being between frozen and fresh seasons. Sales of poultry, especially during Lent season, have been light. Prices, however, remain firm. People in the country are apparently holding on to their hens.

Oysters, Imperial gallon	....	3 00
Whitefish	0 12	0 13
Salmon, frozen	....	0 15
Halibut, fresh	....	0 16
Cod, Ling	....	0 10
Cod, black	....	0 12½
Kippers, boxes	....	2 00
Bloaters, boxes	....	1 75
Mackerel, 20-lb. kits	....	3 00
Finnan haddie, lb.	....	0 13½
Salt herrings, bbl.	....	5 50
Salt herrings, 20-lb. pails	....	1 50
Smelts	0 14	0 16
Haddock	....	0 09
Flounders	....	0 08
Brook trout	....	0 30
Smoked fillets	....	0 17
Sea herring	0 07½	0 08

Potato Market Easier In Tone

Winnipeg

FRUIT AND VEGETABLES.—There are two important points to the market this week. The first is that the potato market is much easier, although dealers believe that a reaction is very probable. The second point is that dealers are clearing out their bitter oranges at low figures, the demand having been small this season because of the high price of sugar, it is said. Palermo bitter oranges dropped last week from $7 per case of 200 to $5 per case, and there was a probability of lower prices because of the small demand. Referring back to potatoes, retailers are paying $1.40 to $1.50 for No. 1 table stock, but purchases of potatoes can be made at $1.35 per bushel. There was a tendency for everybody to hold off the market last week because of the threatened railway strike, there being an embargo on all goods from Canada. New California cabbage is in, selling at 9-10c per lb. Imported parsley has arrived, selling at 75c per doz. The orange market is weaker, navels bringing $3.75 per case, which is about a quarter below last week's prices.

Manitoba potatoes, 10-bushel lots	1 35	1 50
Celery, Cal., doz.	....	1 75
Cucumbers, box	....	5 50
Carrots, bushel	....	1 00
Turnips, bushel	....	0 60
Cabbage, per cwt., old	....	8 00
Cabbage, Cal., lb.	0 09	0 10
Cauliflower, Cal., case	....	5 00
Head lettuce, Cal., doz.	....	1 75
Lettuce, leaf, box	....	0 65
Imported mushrooms	....	0 90
Sweet potatoes, hamper	....	4 50
Tomatoes, Florida, basket	....	1 50
Parsley, imported, doz.	....	0 75
Fruits—		
Oranges, navel, case	....	3 75
Oranges, bitter, Palermos, case 200	....	5 00
Lemons	....	5 00
Grape fruit	5 00	6 00
Malaga grapes, kegs	8 00	10 00
Ontario Greenings	....	5 50
Ontario apples, No. 2	....	5 50
Ontario apples, No. 3	....	4 50
Wine saps, box	....	2 50
Rome Beauties, box	....	2 50
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 50
Strawberries, box	....	0 80
Bananas, lb.	....	0 05½
Rhubarb, lb.	....	0 14

A PREMIUM ON CRABS

It was the day before their first "hop over," and the regiment was drawn up in mass behind the lines to listen to a "few words" from the Colonel. He pointed out to them at some length the straight and narrow path wherein their duty lay, and after giving them the general direction of the road to glory, concluded with the lines:

If we go forward we die.
If we go backward we die.
Better go forward and die.

The awed silence which followed was broken by the languid voice of a Billjim in the rear. "Yairs," he drawled derisively, "a bloke's best chance is to be a blinkin' crab!"

INSIDE INFORMATION.

Willie—I guess my dad must have been a pretty bad boy.

Tommie—What makes you think that?

Willie—Because he knows exactly what questions to ask me when he wants to know what I have been doing.

ESSENTIAL TO AN AGGRESSIVE BUSINESS

MacLean Publishing Co.—Re Canadian Grocer, will have to ask you to cancel my subscription as I have sold out, however, have persuaded my successors that your paper was quite essential to their business and you may send THE GROCER *to them, Messrs. Mann & McLennan. Personally, I would not wish to do without your very excellent Trade paper if I were continuing in the Grocery business, and you can rest assured that if I ever enter the Grocery business again you can count me as a subscriber.*

With best wishes for your continued success, I beg to remain,

J. A. GILLETT.

Aylmer, Ont.

PRODUCE AND PROVISIONS

Market For Hogs And Products Firm

Montreal—

PROVISIONS.—Prices for live and for dressed hogs during the current week in Montreal ran to about the same levels as last week. Live hogs of the best quality offering were commanding $16.50, poorer finished hogs held other offerings down to $16.25 per hundred pounds, but even at that supply was short of demand, and all offerings found ready market. The finish of the animals coming forward is unsatisfactory, and they do not produce as well in the meat and lard stages of manufacture so that the prices now being paid work out quite proportionately higher in point of value secured for them. Dressed hogs were commanding the same prices as last week's records show that is from $22.50 to $22.75 per hundred pounds. Supplies are getting smaller now, and will dwindle down until the summer run of hogs commences. There is in consequence of these primary market conditions, a very considerable firmness in all hog products, meats, and lards, also the compound lard, though for the immediate present prices are not altered.

Hams—		
Medium, per lb.	0 27	0 27½
Large, per lb.	0 25	0 25½
Backs—		
Plain	0 27	0 28
Boneless, per lb.	0 31	0 32
Bacon—		
Breakfast, per lb.	0 30	0 31
Roll per lb.	0 23	0 24
Dry Salt Meats—		
Long clear bacon, ton lots	0 20	0 21
Long clear bacon, small lots	0 20½	0 21½
Fat back, lb.	0 19	0 20
Cooked Meats—		
Hams, boiled, per lb.	0 38	0 39
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 23¾	0 24
Tubs, 60 lbs.	0 24	0 24½
Pails	0 24½	0 24¾
Bricks, 1 lb., per lb.	0 25½	0 26
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 18¼	0 18½
Tubs, 50 lbs.	0 18¾	0 19
Pails, 20 lbs., per lb.	0 19½	0 19¾
Bricks, 1 lb., per lb.	0 19¾	0 20

Poultry Market Is Still Quiet

Montreal—

POULTRY.—Quiet conditions still prevail as regards poultry though first quality birds when offered can command their market even in Lent. Not many fowls are offering, however, for the market at present, and few live birds are reaching the city from country points which are still kept more or less isolated by the transportation difficulties at present prevalent due to snow and train cancellations. Dressed poultry are found in sufficient quantities to meet demand, and there are no striking market features in this branch of the business for the time being, though expectations are towards a brightening up of matters before long.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb.	0 25	0 30
Old roosters	....	0 20
Roasting chickens	0 25	0 27
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Eggs Gradually Getting Easier

Montreal—

EGGS.—There is an easier tendency in the market for eggs at present in Montreal. New laids were quoting at as low as 36 cents for a short period at the end of last week, but regained strength and rose to 38 cents later on. There was a fluctuating tendency in this way as supplies arrived in larger quantities or failed to reach in the quantities expected. As a matter of fact the opinion of some dealers in Montreal was to the effect that prices would have to be raised a little to the producers in the country as higher prices were being paid by other centres for eggs from first hands, and this was causing Montreal supplies to be diverted towards the better market. Mostly American eggs were coming in, but Ontarios are steadily growing in supply, and their quality is considered up to the best standards. A wider consuming demand for eggs is now apparent. Arrivals in Montreal for the week ending March 17 were 708 cases as compared with 1,015 cases the previous week, and 2,046 cases a year ago.

Eggs—		
New laid	....	0 38

Butter in Better Supply, But Firm Tone

Montreal

BUTTER.—Rather freer supplies of butter have been coming in to Montreal for the past week or so, and there was slightly easier tone to the market at the beginning of the present week. Nevertheless supplies are not any more abundant than are required in view of consumer demand as contrasted with supplies in storage, and the market is in the main still firm, and likely to be firmer unless unexpectedly abundant supplies arrive. Rather less importance was attached to Western butter this week, the supplies coming forward from the Western provinces being regarded as too light to affect the market very much. Receipts of butter for the week ending March 17 were 4,002 pkgs. as compared with 1,009 pkgs. for the corresponding week last year. Prices remain as quoted last week.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Cheese Receipts Show a Reduction

Montreal

CHEESE.—There is still a dullness in the cheese market generally awaiting the new season's activity being the main tendency of the market. Local demand for fodder-cheese keeps up very steadily this grade of cheese bringing from 23½ to 25½ cents per lb. One feature of the cheese situation is the marked dwindling of supply of "twins". There are very few of these in the city storages now. Arrivals of cheese for the week ending March 17, amounted to 4,753 boxes. This is a falling off as compared to the previous week, but a considerably better supply that was received for the corresponding week of 1916 when only 652 boxes were received. Prices remain as quoted last week.

Cheese—		
Large, per lb.	0 27½	0 28
New twins, per lb.	0 28	0 28½
Triplets, per lb.	....	0 28¼
Stilton, per lb.	....	0 30½
Fancy old cheese, per lb.	....	0 30½

Honey Becoming Much Scarcer Now

Montreal

HONEY.—The feature of the market for honey this week in Montreal is the dwindling supply. One large concern sold the remainder of its stock of honey during the past week, and most firms having honey to sell are disposing of it with considerations of business in view, and not indiscriminately for the supply can hardly be expected to last out until new crop arrives. There is nevertheless quite a good consumer demand apparent, and probabilities are that prices will advance further before the market is entirely bare of honey.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 13	0 13½
Buckwheat, 60-lb. tins, per lb.	....	0 13
Clover, 5-10 lb. tins, per lb.	....	0 15¼
Clover, 60-lb. tins	....	0 14½
Comb, per section	0 18	0 19

Live Hogs Lower Demand Meats Good

Demand for Shortening Has Been Heavier on Account of Spread Between Compound and Pure.

Toronto

PROVISIONS.—Live hogs showed a tendency to sag towards lower levels during the week. On account of the demand for meat products of all kinds there has been a firmer tendency in those commodities. Dressed hogs are slightly easier in price and are quoted at $21 to $22 per hundred as compared with $22 to $22.50 last week. There has been a heavier demand for compound lard owing to the big spread between pure lard and the former. Prices for both compound and pure lard held firm during the week. Barrel pork is in good demand, with mess pork quoted at $40, short cut backs at $43 and pickled rolls at $42.

Hams—		
Medium, per lb.	....	0 28
Large, per lb.	....	0 25½
Backs—		
Plain	....	0 32
Boneless, per lb.	....	0 35
Bacon—		
Breakfast, per lb.	0 28	0 33
Roll, per lb.	0 24	0 25½
Wiltshire bacon, per lb.	....	0 27
Dry Salt Meats—		
Long clear bacon, ton lots	0 20½	0 21
Long clear bacon, small lots	0 21	0 21½
Fat backs, lb.	0 22	0 23
Cooked Meats—		
Hams, boiled, per lb.	0 38½	0 39½
Hams, roast, per lb.	0 39	0 40
Shoulders, boiled, per lb	0 32	0 34
Shoulders, roast, per lb.	0 33	0 35
Barrel Pork—		
Mess pork, bbl. 200 lbs.	....	40 00
Short cut backs, bbl. 200 lbs.	....	43 00
Pickled rolls, bbl. 200 lbs.	....	42 00
Lard—		
Pure tierces, 400 lbs., per lb.	0 24	0 24½
Compound tierces, 400 lbs., per lb.	0 18	0 18¼

In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.

Hogs—		
Dressed, abattoir killed	21 00	22 00
Live, off cars	15 25	15 30
Live, fed and watered	15 00	15 25
Live, f.o.b.	14 60	....

Consumption of Butter Is Increasing Slightly

Toronto

BUTTER.—Commission men note a little better demand for butter than has been prevailing for some weeks past. At the time butter reached the highest point during the winter people suddenly came to the conclusion that they would get along with less. And there was a noticeable drop in the amount used. Since that time there has been minimum demand until quite recently when the demand is reported somewhat better. Prices have held steady during the week.

Creamery prints, fresh made	0 44	0 45
Creamery solids	0 43	0 44
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lb.	0 39	0 40
Bakers	0 33	0 34

Receipts of Local Fresh Eggs Increase

Toronto

EGGS.—During the past week there was a firmer tendency in eggs due to the threatened strike on the railroads in the United States. With the clearing up of that difficulty, prices became easier in the Chicago market at the first of the present week. Supplies of local eggs have been coming better and in all probability will increase with the coming of spring weather. The demand locally is increasing with the recent decline in eggs, people apparently are again taking to the egg diet more generally. This increased demand may have a tendency to hold prices steady until local eggs begin to reach the local market in larger quantities. A factor that may tend to drive the price of eggs down is the recent embargo placed on their importation by the British Government. Commission men point out that if they will not be permitted to put the eggs into cold storage at the time of the heavy production in anticipation that they will be able to send them into the export trade they will not be able to pay as good prices as in the past.

Eggs—		
New laid, cartons	0 40	0 41
New laid, ex-cartons	0 38	0 39

Stocks of Cheese are Low With Demand Fair

Toronto

CHEESE.—There has been a fair demand for cheese when the high price is taken into consideration. Stocks are low at present with very little available for export. Prices have held firm during the week and will in all probability hold up well until the new make begins to reach consumptive channels in greater quantities.

Cheese—		
New, large	0 26	0 27
Old, large	0 26½	0 28
Stilton	0 28½	0 29

Movement of Frozen Poultry Fairly Good

Toronto

POULTRY.—There is very little live poultry reaching the market at the present juncture. Demand for this variety continues exceptionally good for fat chickens. There has been a fair movement in frozen poultry during the week owing to the light receipts of the live variety. Interest is not keen in poultry at this season of the year with the exception of the well prepared fat chickens.

	Live
Chickens, lb.	0 22
Chickens, crate fed	0 25
Hens, over 4 lbs.	0 22
Hens, under 4 lbs.	0 20

Prices are those paid at Toronto by commission men.

New Crop Maple Syrup Awaited with Interest

Toronto

HONEY, MAPLE SYRUP.—The advent of new crop maple syrup is awaited with interest as it is expected to put in an appearance in the very near future. Commission men express the opinion that the season will probably be a short one owing to the signs that the transformation from winter to spring will no doubt be rapid. Sunshiny days with frosty nights are the conditions that are most conductive to a good flow of sap and a consequent good yield of syrup. The reason for this is stated to be that the warmth of the day drives the sap upward and the frost of the night drives it back again. In this fluctuating state the farmer with a maple syrup bush has an opportunity to get his sap buckets replenished often. Honey stocks are getting in narrow compass. The demand continues fair and prices have held steady.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Maple Syrup—		
8-lb. tins	1 15	1 25
Tins, No. 1, gal.	....	1 50
Tins, No. 2, gal.	....	1 25

Further Decline in Eggs; Slump in Dairy Butter

Winnipeg

PRODUCE AND PROVISIONS.—The hog market has remained unchanged from the close of the previous week, practically all select hogs selling during last week at $14.75. The provision market is very firm, and advances are expected at any time.

As the American market is now well into the producing season, eggs are now as low as 36 to 38 cents. It is not expected that the Southern market will decline much further than this price, therefore until Canadian eggs are received in quantities, the price will remain somewhat fixed. With the prevailing mild weather, therefore, it will not be long before local eggs are received. Butter—There is apparently no change from last week, with prices firm, and tendency for slightly higher levels. Dairy butter shows very little activity, prices having slumped considerably since New Year's. The reason for the decline is a withdrawal of export buyers from the market. The market is very firm. Stocks of good Ontario cheese are bringing 28½ to 29 cents. It is expected there will be a shortage of cheese before the producing season comes on.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.	....	0 26
Large, per lb.	....	0 24
Bacon—		
Breakfast, per lb.	0 26	0 28
Breakfast, select, lb.	0 28	0 31
Backs, regular	....	0 26
Backs, select, per lb.	....	0 28
Dry Salt Meats—		
Long clear bacon, light	....	0 20½
Barrelled Pork—		
Mess pork, bbl	....	38 00
Lard, Pure—		
Tierces	....	0 23
20s	....	4 70
Cases, 5s	....	14 40
Cases, 3s	....	14 55
Lard, Compound—		
Tierces	....	0 16¾
Tubs, 50s, net	....	8 50
Pails, 20s, net	....	3 48
Butter—		
Fresh made creamery, No. 1, cartons	....	0 43
No. 1 storage	....	0 42
No. 2 storage	....	0 40
Fresh Eggs—		
New laids	0 38	0 45
Cheese—		
Ontario, large	0 28½	0 29

Equipment, Quality, Service

Since the loss of our Peterborough Mills by fire in December we have had two problems to work out. We first had to secure sufficient capacity to meet the needs of the Canadian trade, and, secondly, to secure such capacity as would enable us to give you the service you had come to expect.

Quaker Oats

Quaker Best Cornmeal

Tillson's Oats

Quaker Flour

Quaker Farina

Fortunately, we had just increased the capacity of our Western Mill at Saskatoon, and this additional capacity was immediately put in full operation. In addition, we secured for our immediate needs two cereal mills, one at Neepawa — in the heart of the best oat district of Manitoba— the other the London plant of The Canadian Cereal & Flour Mills Company, Limited, with which we secured the Tillson's Oats brand and business.

A large and thoroughly modern flour mill at Sudbury was also secured. That plant was put in order at once, and has been milling flour for the past two months.

These three mills supply ample capacity to care for our business, and, together with Saskatoon, the Canadian capacity is larger than ever before.

Each plant is operated by a trained force transferred from Peterborough and other mills. Each is equipped to maintain the high standard of quality which has always distinguished Quaker products.

The Quaker Oats Company

Peterborough **Saskatoon** **London** **Sudbury** **Neepawa**

(1576)

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.....1917

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"The author, Mr. Joseph M. Walsh, is, without doubt, *the greatest authority in America upon the subjects of Tea and Coffee.* The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

SEND IN YOUR BEST FRUIT DISPLAY

CANADIAN GROCER'S Fruit Window Contest closes at the end of the month.

GET PHOTOGRAPH AT ONCE

The Editor, Canadian Grocer.

143-153 University Avenue, Toronto.

You have a steady seller in

GOLD DUST

Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent. Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order.

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

An Extra $5 or $10 Every Week

Quite a bit extra, isn't it? Would you like to have that much coming to you regularly every week, entirely in addition to your weekly pay envelope? Of course you would.

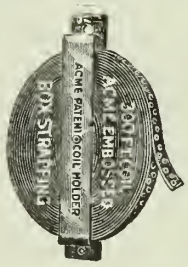
Well now, write us and we will be glad to send you full particulars of our plan—the very same proposition that has proven so successful with hundreds of our representatives. You can read it and apply it right in your own home district. Your spare time is all that's needed. Write us to-day,—next week you'll be earning more money.

The MacLean Publishing Co.,
LIMITED
143-153 University Ave.
TORONTO - CANADA

ACME

BOX STRAPPING

STRONG AND SHIPMENTS 300 ft. in a COIL

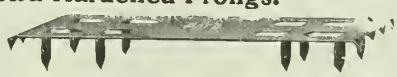


PROTECTS YOUR AGAINST THEFT. 20 COILS to a CASE

Acme Embossed Strapping is made of Rolled Steel and highly Japanned.

Coilholder supplied with each Coil.

Acme Box Straps are made of Rolled Steel with Extra Hardened Prongs.

WILL HOLD  ANY-THING

No. 7 BOX STRAP

FOR PARTICULARS WRITE

Acme Steel Goods Co., of Canada, Limited
20 St. Nicholas St. MONTREAL

Representatives: Ontario, Baines & Peckover, Toronto; British Columbia, Randall, Greenshaw & Co., Victoria; Manitoba, Alta., Sask., T. A. Corley & Son, Winnipeg; Maritime Provinces and Newfoundland, W. J. Grant, Toronto; Quebec, J. E. Beauchamp, Montreal.

Brunswick Brand Sardines in Oil

As fine a line of quality domestic sardines as you could wish to handle.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros.' Brands you sell goods that are trade-winners.

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

If you are not already a Brunswick Brand dealer, order a trial supply from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros.
LIMITED
Black's Harbor, N.B.

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs., Chocolate ginger, 5-lb. bxs.,	0 40
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans.	$8 00
Reindeer Brand, each 48 cans	7 70
Silver Cow, eacb 48 cans	7 15
Gold Seal, Purity, eacb 48 cans	7 00
Mayflower Brand, each 48 cans	7 00
Challenge, Clover Brand, each 48 cans	6 50

EVAPORATED MILK

St. Charles Brand, Hotel, eacb 24 cans	5 40
Jersey Brand, Hotel, each 24 cans	5 40
Peerless Brand, Hotel, each 24 cans	5 40
St. Charles Brand, Tall, each 48 cans	5 50
Jersey Brand, Tall, eacb 48 cans	5 50
Peerless Brand, Tall, eacb 48 cans	5 50
St. Charles Brand, Family, eacb 48 cans	4 90
Jersey Brand, Family, each 48 cans	4 90
Peerless Brand, Family, each 48 cans	4 90
St. Charles Brand, small, each 48 cans	2 40
Jersey Brand, small, each 48 cans	2 40
Peerless Brand, small, each 48 cans	2 40

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 50
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	5 20
Cocoa, Reindeer Brand, each 24 cans	5 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 23
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 31
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 31

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $25. 14s, $60.

Roast Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $22.

Boiled Beef, 1s, $3.10; 2s, $7.00.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s, $3.35; 2s, $6.25.

We print the net weight of each tin on all our labels.

California Packing Corporation

Successors to CALIFORNIA FRUIT CANNERS' ASSOCIATION

San Francisco, Cal.

ROYAL BAKING POWDER

ABSOLUTELY PURE

The purity of ROYAL BAKING POWDER is unquestioned and this purity is so well known to consumers everywhere that sales are just as certain.

When you buy a stock of ROYAL BAKING POWDER you can count your profit on every can in advance, because the last can is just as sure to sell as the first one.

Contains No Alum

ROYAL BAKING POWDER CO.

NEW YORK

If any advertisement interests you, tear it out now and place with letters to be answered.

Sterling Tomato Catsup

Approved by all. In demand everywhere.

The very appearance of this high-class Sterling Product wins the favorable attention of discerning customers. Its rich redness and apparent purity contains a suggestion of the incomparable goodness it contains.

Sterling Products have long been famous for quality and dependability. Sterling Tomato Catsup is a worthy representative of a worthy line.

Most good grocers are selling it and reaping good business thereby. How about you?

T. A. Lytle Co., Ltd.

STERLING ROAD, TORONTO

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss	.07½
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	.08
100 lbs. kegs, No. 1 White.	.07½
200 lbs., bbls., No. 1 White	.07½
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08½
48 lbs., Silver Gloss, in 6 lb. tin canisters	.10
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.10
100 lbs., kegs, Silver Gloss, large crystals	.06
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	.15
Celluloid, 45 cartons, case.	3.75

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08½
40 lbs. Canada Pure Corn	.07½

(20 lb. boxes ¼c higher)

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.07½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.08
Barrels, 200 lbs.	.07½
Kegs, 100 lbs.	.07½
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.08½
8 in case	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.10
Kegs, extra large crystals, 100 lbs.	.08
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.07½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.08½
"Crystal Malze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's)	.08½

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$	3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case ....$	3.25
2 lb. tins, 2 doz. in case..	2 45
5 lb. tins, 1 doz. in case...	3 85
10 lb. tins, ½ doz. in case.	3 75
20 lb. tins, ¼ doz. in case	3 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.....	.04¾
Half bbls., about 350 lbs..	.05
¼ bbls., about 175 lbs....	.05¼
2 gal. wooden pails, 25 lbs.	1.75
3 gal. wooden pails, 38½ lbs.	2.50
5 gal. wooden pails, 65 lbs.	3.85

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case.....$	3.95
5 lb. tins, 1 doz. in case.....	4.35
10 lb. tins, ½ doz. in case..	4.25
20 lb. tins, ¼ doz. in case...	4.20

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4 80
Barrels, per 100 lbs.....	5 25
½ barrels, per 100 lbs.....	5 50

INFANTS' FOOD

MAGOR SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb. .....$	3 60
½ lb.	1 85
Robinson's Patent Groats—	
1 lb.	3 60
½ lb.	1 85

STOP-ON POLISHES

	Doz.
Polish, Black, Tan, Ox-blood and Nut-brown	0 85
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown....	0 85
Card Outfits, Black and Tan	3 40
Metal Outfits, Black and Tan	3 80
Creams, Black and Tan.....	1 10
White Cleaner	1 10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.. 1 20

Yeast for bakers, 12½ lb. cartons; per carton, $1.25.

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. ....$	0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 44
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 44
Currency, 6s, ½ butts, 9 lbs.	0 44
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c.....	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 89
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

BANANAS

VERY SCARCE PRICES HIGH

Will have 3 CARS for this week,

Fancy Fruit

Properly Ripened. Properly Packed.

Extra Fancy California Lemons

Very fine quality. Prices reasonable.

Also

Extra Quality Grape Fruit

Navel Oranges

Fresh Cocoanuts

Send your orders to

"The House of Quality"

HUGH WALKER & SON

GUELPH, ONT.

Established 1861

Spanish Onions

California Lemons

Navel and Florida Oranges

Tomatoes, Pineapples, Cauliflower

The best selections from the Southern Markets at your service.

WHITE & CO., LIMITED

Wholesale Fruits and Fish

TORONTO and HAMILTON

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a forerunner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.

OWEN SOUND, ONT.

New Crop

"St. Nicholas"

"Queen City"

"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent

TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples, Bananas, Citrus Fruits Cranberries, etc.

25 CHURCH ST. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers goods made in Canada from Canadian materials by Canadian employees.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.

Warehouse:—Toronto

The demand for Marsh's is increasing

Prohibition created a demand for a wholesome and delicious temperance beverage—a demand that is nicely filled by Marsh's Grape Juice.

Here's a superior pure Concord product that sells well wherever displayed. Get a small trial supply in hand right now and prove this for yourself.

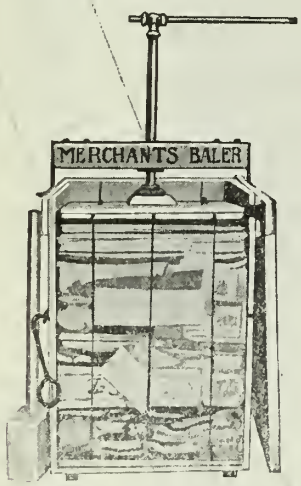
Recommend it to everybody. It's a winner.

The Marsh Grape Juice Company

Niagara Falls, Ontario

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

This space would cost you only $1.00 per issue for one year.

THE COST OF SELLING

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

Why You Should Feature KING GEORGE'S NAVY

King George's Navy for Old and Young

Age doesn't signify where this tip-top chew is concerned. The beginner as well as the seasoned veteran find in it all that their palates desire in the shape of a real satisfying chew.

Prove this in your own community, right in your own store. Suggest "King George's" in window displays and interior trims. Make your tobacco business what you want it by constantly featuring Canada's favorite chewing tobacco.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

Windsor Cheese Salt

Made in Canada

IF Your Local Distributor Cannot Supply You—

Railway embargoes, car shortages, and other abnormal conditions entirely beyond our control have left some of our local distributors unable for the present to supply demands for Windsor Cheese and Dairy Salts.

In order to prevent inconvenience being caused to Cheese Factories and Creameries, we will make shipment by local freight, on receipt of advice that Windsor Salt cannot be obtained.

Dealers are requested to advise us by mail if this special service is required.

THE CANADIAN SALT COMPANY, LIMITED

WINDSOR, ONT.

Windsor Cheese Salt

Made in Canada

We can add little to all that has been said about

Cow Brand

Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

Cow Brand Soda is the best and as such should always be kept in stock.

Church and Dwight

Manufacturers

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

It sells

Right from the day you begin to display "Gleba" Polish you will realize what a dependable seller it is. Once your customers get acquainted with Gleba service you will need to keep your stock constantly replenished.

Gleba cleans and imparts a brilliant polish to gold, silver, copper, brass, nickel, cutlery, bathroom fixtures, etc. It is excellent for windows, glassware, and auto trimmings.

Get a little trial supply to-day. Tell your customers about it and watch it sell.

Write us for free sample cake and particulars.

Gleba Polish Company

Oshawa, Ontario

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

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THE

FRUIT WINDOW CONTEST

IS DRAWING TO A CLOSE

GET YOUR PHOTOS IN PROMPTLY

ADDRESS THEM TO

THE EDITOR, CANADIAN GROCER - - - 143-153 University Avenue, Toronto

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

AGENCY WANTED

GROCERS—WE CAN PUT YOU IN LINE for the big profits—don't let the other fellow grab them all the time. Get in on the ground floor and manufacture your own goods; easily done in spare time. Write us to-day, we will show you how to get up to 500% profit. Address Box 220, Grocer.

WANTED

1—400 OR MORE ACCOUNT REGISTER—1 refrigerator counter, 1 coal oil tank. Leonard Bros., Victoria Mines, Ont.

GENERAL STORE MANAGER WANTS situation in Western Canada. Address Box 221, Canadian Grocer.

EVERYONE CAN MAKE GENUINE LAGER Beer at home with Hop-Malt Extract. No liceuse necessary. Ask for particulars and trade terms. Hop-Malt Co., Dep. 13, Beamsville, Ont., (Niagara District).

EVERY MERCHANT WHO SEEKS MAXIuum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers. If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

FOR SALE

AN EXCELLENT OPPORTUNITY TO SEcure a business that has been going continually for 29 years. Stock about $2,500, consisting of groceries, patent medicine, stationery, wall paper, china, crockery. A good opening to add staple dry goods and shoes. Will rent or sell store. Owner wishes to retire. Apply to E. Richards, Melbourne, Ontario.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents

15½ Toronto St., Toronto

52 Can. Life Bldg., Mont

Kindly mention this paper when writing advertiser

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure aud of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

We are Wholesale Importers of

Peanuts Canned Crab

Oriental and Australian Goods

Canadian Distributors of

"WASHCLEAN"

Gold Medal Labor Saver for Washing Clothes Without Rubbing

2,000,000 users

Direct Supply Association

509 Belmont House Victoria, B.C.

LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER

E. PULLAN TORONTO

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS

36 James St. South, Hamilton, Ontario.

Try MANN & CO. for

FANCY POULTRY

Roasting Chickens, Boiling Chickens, Ducks, Geese, Turkeys.

C. A. MANN & CO.

78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road, LONDON, N., ENGLAND

? ? ? *Ask us for*

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

IN EVERY SECOND ENGLISH-SPEAKING HOME
in Canada, there is ONE FIVE ROSES Cook Book

According to the 1911 Census, there are in Canada slightly over 600,000 English-speaking families.

According to our records, we have so far distributed (almost entirely direct to the individual housewives) over 300,000 FIVE ROSES Cook Books.

P.S.—This does not consider the 410,000 French-speaking families of Canada, amongst whom our famous LA CUISINIERE FIVE ROSES is even now exerting an ever-widening sales influence.

What would it be worth to YOU?

—right in the home of every possible retail flour buyer in YOUR district,

—to have a daily reminder of compelling interest, filled with useful daily suggestions,

—a daily incentive to buy the flour YOU sell!

And yet that is what this FIVE ROSES Cook Book distribution means to the distributor of FIVE ROSES flour.

And it costs him—NOTHING!

It is an automatic part of the greater salesability of FIVE ROSES—it comes with the flour—part of the FIVE ROSES service and co-operation.

And we will continue to issue, improve and advertise this famous kitchen companion until in every Canadian home there is a particular peg to hang it on.

—a constant source of flour-consuming suggestions—the point of origin of countless retail profits.

And all this is only a small part of our sales co-operation with the dealer who is willing to profitably fill the FIVE ROSES demand.

Logically, the dealer who profits most is he who early recognizes the great selling forces at work behind the FIVE ROSES trade mark, and capitalizes them to his immediate advantage! If your jobber cannot supply you, write our nearest office. We will make every effort to supply your demand.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

MONTREAL *"The House of Character"* *WINNIPEG*

Toronto Ottawa London St. John Sudbury Quebec Calgary
Vancouver Fort William Keewatin Medicine Hat Portage la Prairie

FREE Copy of the famous FIVE ROSES Cook Book, on request, to any retail grocer reading CANADIAN GROCER.

ARTICLES OF SPECIAL INTEREST TO THE GENERAL STOREKEEPER

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI PUBLICATION OFFICE: TORONTO, MARCH 30th, 1917 No. 13

Welch's

"The National Drink"

Keep Customers Coming

for only the repeat-order grocery can be permanently profitable.

And Welch's keeps customers coming and repeating because it satisfies.

There is a Dominion-wide demand for Welch's and it's growing each year.

You will find that your Welch patrons are the most desirable trade.

Their confidence in Welch's establishes a turn-over that makes it far-and-away the most profitable Grape Juice.

SOLD BY LEADING JOBBERS

THE WELCH CO., LIMITED

St. Catharines, Ontario

"Deliveries as Usual"

The repairs to our factory necessitated by the fire which damaged it, are now completed. Our facilities for the production of O-Cedar Polish Mops are back to normal—we, therefore, announce "deliveries as usual," and remind the Trade that it is now possible to replenish stocks.

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

O-Cedar Polish
(MADE IN CANADA)

FINEST CRYSTAL GELATINES
Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

? ? ? *Ask us for*

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Purity
that brings sales

BORDEN'S MILK PRODUCTS

appeal strongly to your best customers, because Borden's is the purest and most satisfactory state in which they can secure condensed milk, evaporated milk, coffee and cocoa.

This quality, this purity, is giving Borden's Milk Products the *entree* into more and more homes every day. Grocers find it highly profitable to vigorously push the Borden Lines.

A Borden window display will not disappoint you. Get one up to-day; steady sales will result. Why leave all this trade to your competitors? Start right in now to secure your proper share of it.

Any good wholesaler will supply your Borden requirements.

Borden Milk Co., Ltd.

"LEADERS OF QUALITY"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

Between Seed Time and Harvest

There is a period when the winter vegetables are pretty well used up. The few that are left have lost their crispness. Folks are tired of them anyway.

That is a good time to suggest SIMCOE PORK AND BEANS to your customers. If they have ever used SIMCOE BRAND they are already convinced and will thank you for reminding them.

If they have never before bought SIMCOE PORK AND BEANS, they will thank you for putting them next to a real good thing.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

THESE are abnormal times in every trade; the Fancy Grocery business is no exception. The trouble is not so much to sell but to keep our customers' demands supplied. Our experience shows that fancy groceries of the highest grade are selling as never before. Many lines it is impossible to offer, and there are more that will soon have to come off the list, with nothing to take their place. Fill their place with new lines. They will be appreciated. We offer

Purity Cross Creamed Chicken a la King

—and—

Purity Cross Welsh Rarebit

two of the highest grade fancy grocery lines ever marketed.

We have in stock

Pure French Olive Oil, "La Perle" Brand
Crossed Fish Brand Sardines
French Hotel Mushrooms
French Pure Wine Vinegar
Friends Boston Brown Bread
French Haricot Verts
French Apricots and Assorted Fruits
Etc., Etc., Etc.

W. G. PATRICK & COMPANY, LIMITED

IMPORTERS

Head Office:
51-53 Wellington St. W.
Toronto, Ont.

Western Branch:
168 Market Ave. E.
Winnipeg, Man.

If any advertisement interests you, tear it out now and place with letters to be answered.

JAPAN TEA

PICKING TEA

Japan Tea, the social liquor of the Flowery Kingdom, should always be found where gather those to whom the luxuries of life are necessities. Grown, cured and packed under the control of the Japan Tea Growers' Association, Japan Tea, natural and pure, possesses strength, flavor and aroma not found in other teas.

The Japanese Government prohibits adulteration and coloring of Tea

ON SALE AT ALL GROCERS

It's worthy of your best recommendation

You'll have very little difficulty in convincing particular tea lovers that Japan Tea is something decidedly superior, with a strength and a flavor captivating enough to win unstinted approval. Grown and packed in the Flowery Kingdom, where adulteration and coloring of tea is absolutely prohibited, Japan tea is as pure and delicious as human skill can make it.

Get a supply to-day. Our consumer advertising will help you sell it—and the profits are good.

JAPAN TEA

CHAMBERLAIN'S TABLETS

Always a ready seller

will be featured in attractive newspaper ads. all over Canada after April 1st. Get behind this profitable line. You make the first sale, after that your customer will take no other. The manufacturers will assist you with store cards, booklets and free samples. No advance in price—$2.00 per dozen from your jobber or direct.

Chamberlain Medicine Co., Ltd.
Toronto, Ont.

The Cocoanut we sell is different

And when we say different we say it advisedly. For this cocoanut is not the common, every-day variety, but a **product entirely superior,** a quality product calculated to satisfy the requirements of your most particular trade.

When a product is backed by a standard reputation of 22 years or more, you know it must be top-notch. **Our cocoanut has stood this test** and has built up for us a record of quality that means much to our representatives.

When next you are replenishing your cocoanut supplies, just give this line a tryout. The results will verify our claims and surpass your best expectations.

Standard Cocoanut Mills
E. B. Thompson, Sole Proprietor
HAMILTON, CANADA

MAPLE PRODUCTS *of* PROVEN WORTH

The new season's crop is in sight, and dealers should look after their requirements **now.**

MAPLE SYRUP—Canada's Best MAPLE SUGAR—Canada's Best

Both consumer and dealer know these brands to be of the very highest quality. They have proven their quality. Order **Canada's Best** and give your customers what they know is good, and at the same time protect yourself against dissatisfaction.

MAPLE BUTTER "Dairy" Brand

This product is in big demand now as a substitute for high-priced dairy butter. "Dairy" Maple Butter is delightfully palatable, healthful and nourishing. Spreads on bread like dairy butter—takes the place of dairy butter at about one-third of the cost.

Packed in 1lb., 10lb. and 30lb. tins

REQUIREMENTS SHOULD BE ORDERED WITHOUT DELAY.

CANADA MAPLE EXCHANGE, Ltd.

MONTREAL, QUE.

If any advertisement interests you, tear it out now and place with letters to be answered.

MORE TRADE
MORE SALES
MORE PROFITS

via the

E. D. Smith Route

The E. D. Smith way is a sure way to increase your business. All you need to do to prove this is to arrange a window display. E. D. S. lines sell themselves. Their quality is unquestioned. An ever increasing demand is being created by our national consumer advertising campaign.

Let it be E. D. Smith's from now on.

E. D. Smith *and* Son, Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N. S.

WHEN

your customer
asks for
Pork & Beans,
give her

CLARK'S
PORK & BEANS

She will be satisfied.
You will gain her confidence.
Business will benefit.

Quality Goods are Advertisers.

W. CLARK, LIMITED
MONTREAL

Clark's

CAMPBELL WILSON & HORNE
LIMITED

ROYAL SHIELD BRAND OF GOODS

PACKERS OF
ROYAL SHIELD
BRAND
OF GOODS

CAMPBELL BROS. & WILSON LIMITED
THE OLD RELIABLE HOUSE
ESTABLISHED 1882

ROYAL SHIELD BRAND OF GOODS

IMPORTERS
AND
WHOLESALE
GROCERS

SASKATOON

CAMPBELL, WILSON & MILLAR, LIMITED

REGINA

CAMPBELL WILSON & STRATHDEE, LIMITED

Branches also at RED DEER, ALTA., and SWIFT CURRENT, SASK.

You can order Royal Shield Products from any of these houses

See that the Royal Shield Brand is on your next order of Tea, Coffee, Extracts, Jelly Powder, etc.

Prompt attention and satisfactory service await your requirements.

CAMPBELL BROTHERS & WILSON, LTD.

If any advertisement interests you, tear it out now and place with letters to be answered.

SELL
PRESNAIL'S
PATHFINDER CIGARS

Unusually dependable

Sell a customer a first order of any Malcolm Milk Line and you can bank on her coming in again for a further supply.

Malcolm quality, purity and flavor hits the spot. They please particular people, their selling qualities will please you.

And don't forget that each and every Malcolm Milk Line is entirely Canadian-made by Canadian labor, backed by Canadian capital—the only firm of its kind in the Dominion.

Support home industry and add to your profits by stocking up with Malcolm's Milk Products. Order early a five-case lot. We pay freight up to 50c per 100 lbs. in Ontario, Quebec, and the Maritimes.

The Malcolm Condensing Co., Ltd. - St. George, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Furnivall's FINE FRUIT PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co. **Saskatoon**—Mowat & McGeachy.

To fully realize the true selling value of established popularity you should put a stock of Furnivall's Fine Fruit Pure Jam on display.

Every sale is worth while. Every customer is satisfied. Repeats are certain. Get it displayed right now.

FURNIVALL-NEW, Limited

Hamilton Canada

GIPSY

Stove Gloss

is always found in the stores of the most enterprising merchants. That is because they know the expansion of their business is indissolubly bound up with the quality of the goods they sell.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED

The Gray Building 24-26 Wellington St. W., Toronto

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

For a continued flow of heavy sales push Wonderful Soap. Its past record is your best guarantee of its true trade-bringing value. So well has Wonderful Soap served housewives for years that to-day, after ten, fifteen or twenty years, Wonderful Soap is the best-liked soap in most households.

Write for Price

Try our "Crystal Soap Chips." The Best Ever.

Guelph Soap Co.

Guelph, Ont.

Order a box from your wholesaler or direct, prepaid to-day of

HAVANA RIBBON

5c. CIGARS

Manness & Bingham
LIMITED
MFRS. LONDON

Chuck full of customer satisfaction

When your customer passes over her five cents for her first purchase of **BABBITT'S** CLEANSER you can count upon selling her many more cans in the future, because the size of the can, backed by the unbeatable service this cleanser gives will convince her that it is a decidedly good buy. And there's still another selling appeal to help you move your stock quickly—**we give premiums for the trade-marks.** So that you can stock Babbitt's, secure in the knowledge that they never collect dust—they move too quickly.

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

Why You Should Feature

KING GEORGE'S NAVY

Men who use tobacco like attention

They like to think that the dealer is studying their likes and dislikes.

Prove your attention to the "Chewing" requirements of your locality by displaying, pushing and constantly suggesting **KING GEORGE'S NAVY** —the best-liked chewing tobacco before the public.

There are good profits in it.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

This Space is Yours For $2 On Yearly Order

THE
Robert Gillespie Co.
MALTESE CROSS BUILDING
WINNIPEG
Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.
DISTRIBUTION & SERVICE from COAST to COAST.

W. H. Escott Co.
Limited
Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba
BRANCHES:
Regina Saskatoon
Calgary Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA
Trackage Storage Distribution

This space $1.00 per insertion on yearly order.

MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg (Manitoba)
Regina (Saskatchewan)
Saskatoon (Saskatchewan)
Calgary (Alberta)
Edmonton (Alberta)
Vancouver (British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

Manitoba, Saskatchewan, Alberta and British Columbia

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.
WINNIPEG, MAN.
Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent

We represent Pugsley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue East. Winnipeg

McKelvie & Stirrett Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents.

CALGARY **ALBERTA**

We solicit agencies for staple lines.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

RELIABLE

HOUSE Our Business is built on the Square Deal

SERVICE Prompt Shipment Attention to Details

GOODS Christie's Biscuits, Robertson's Confectionery

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

143 Portage Ave. East, WINNIPEG

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES (CONTINUED).

The REGINA STORAGE & FORWARDING CO., Limited
Halifax and Sixth Avenue, REGINA, SASK.
WAREHOUSING CAR DISTRIBUTING COLD STORAGE

C.H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

One Inch Space
$1.00 Per Issue
on Yearly Order.

This space would cost you only $1.00 per issue for one year.

MANUFACTURERS AND SHIPPERS

We wish to communicate with firms who are looking for representation in the **PRAIRIE PROVINCES.** We have offices in **Winnipeg, Calgary and Moose Jaw.**

We are interested mainly in staples in car lots, but have the facilities for warehousing if necessary.

Write to Post Office Box 3031, Winnipeg

Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word each subsequent insertion; five cents extra per insertion for Box. No. Payable in advance.

ADDRESS
THE CANADIAN GROCER - 143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

Send us samples and prices of White

BEANS

Have you any good Maple Syrup or Maple Sugar for sale? Get in touch with us, we will find you a market.

WHITE & McCART, LIMITED
309-310 Board of Trade Building
TORONTO - - ONTARIO
Reference: Dominion Bank of Canada, Toronto

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited
Wholesale Grocery and Confectionery Brokers
Open for one or two good Canadian Agencies.
TORONTO WINNIPEG CALGARY

Washington's
COFFEE
W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

COVERING PORCUPINE DISTRICT
Agent with headquarters in Timmins, calling on mines and retail trade, wants number of other lines to handle. On the job all the time.
Address A. L., Box 85, Timmins, Ont.

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialists
12 FRONT STREET EAST TORONTO

Raisins
Special Price on Spot
Thompson Seedless
SAMPLES IF WANTED
W. H. Millman & Sons
Wholesale Grocers' Brokers
TORONTO

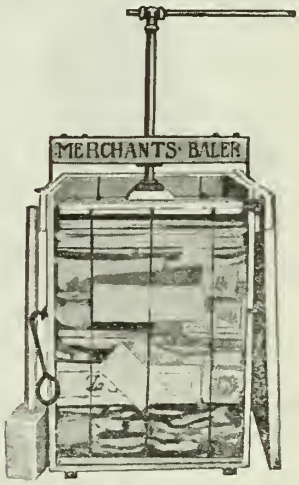
The HARRY HORNE CO.
Toronto, Can.
BROKERS AND IMPORTERS
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery.
We carry stocks in our own Warehouse (when necessary).
We employ a steady staff of salesmen.
(Get in touch with us.)

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in CANADIAN GROCER and let it assist you in filling your needs.

DRIED AND EVAPORATED APPLES.
Apple Waste and Chops, Specialties.
H. W. Ackerman
BELLEVILLE ONTARIO

OPEN FOR AGENCY FOR THE
CITY OF OTTAWA
Satisfaction Guaranteed.
Best of Reference.
M. M. WALSH
310 BAY ST. OTTAWA

Merchants Baler
MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTIZER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC.

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties.
MONTREAL TORONTO

Buyers and Sellers of
All Kinds of Grains and Seeds
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

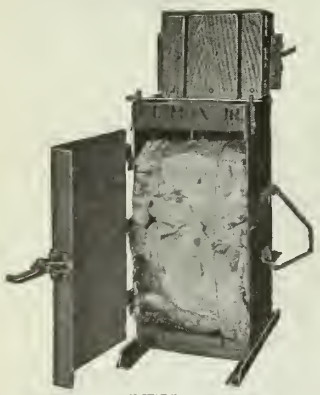
QUEBEC'S RESPONSIBLE BROKERS
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.
BEANS AND CORN A SPECIALTY.
ALFRED T. TANGUAY & COMPANY,
Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.
handled in any quantities to best advantage by
ELZEBERT TURGEON
Grain and Provision Broker
MONTREAL, P.Q. QUEBEC, P.Q.
Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

G. Gagné Grocery Broker and Manufacturers' Agent
We have a connection in Quebec City and throughout the province.
111 Mountain Hill Quebec City

A condenesd ad. in this paper will bring replies from all parts of Canada.

WASTE PAPER PRICES



were never as high. Paper mills are simply up against it for raw materials. An

ALL STEEL CLIMAX FIREPROOF

BALING PRESS

will earn money for you every day.

Made in 12 sizes.

CLIMAX BALER CO.
Burton St., Hamilton, Ont.

Successful Merchants Bale Their Waste Paper

Because it eliminates the fire risk—Keeps premises clean and tidy—Turns Waste into Profit.

A SIMPLEX PAPER BALER
STRONG SIMPLE EFFICIENT

will prove to you in the first month the best investment you have ever made in the way of a fixture.

Combines the essential features—**Efficiency, with ease of operation.**

None as good for less—none better at twice the price.

Write and we will tell you more about it.

General Sales Co., - 203 Stair Bldg., Toronto

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

If any advertisement interests you, tear it out now and place with letters to be answered.

Perfection Computing Cheese Cutter

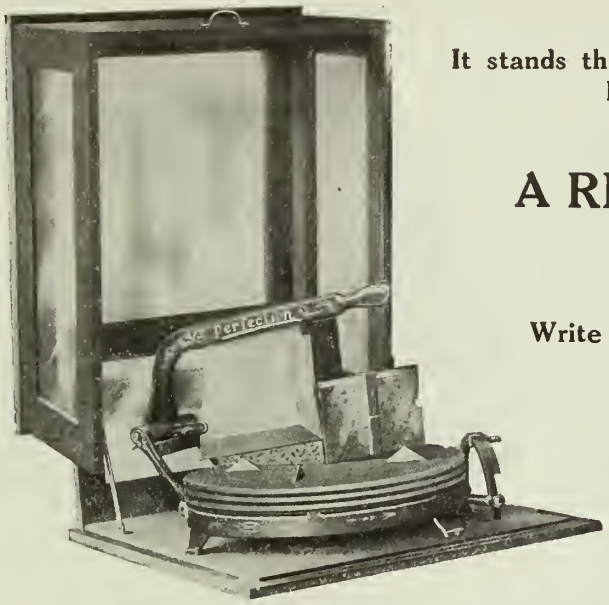
(IT IS ALL MADE IN CANADA)

It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do.



It stands the test for durability, for it lasts a lifetime.

A REAL PROFIT SAVER

Write for Prices and Terms.

We have special combination prices with cabinets and pedestals.

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW.

TRADE MARK KEYSTONE BRAND REGISTERED

NUGGET
CORN BROOMS

Made of the finest quality **green** corn, warranted not to spread or turn up at the ends.

The handle is smooth, well finished, and the corn free from stems or seeds; is sewn with four rows of yellow stitching —quality from start to finish, and the lightest broom in its class.

For prices, etc., write to

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

Century SALT

unquestionably worth while

Worth while from any point of view. Worth while as a customer-satisfier. Worth while as a profit-maker. Keep a stock constantly displayed.

The DOMINION SALT CO., Limited
SARNIA, ONT.

FIREPROOF

"NEW INTERNATIONAL SAFE REGISTER"

Simplest—Surest—Safest

SELF INDEXING
Alphabetical index enables operator to turn to customer's account instantly.

PETTY ACCOUNTS
Loss by Petty Charges and C.O.D. Charges eliminated

DOOR
Door of new interlocking-flange design. Fitted with heavy draw bolts. Back door locks under frame, making safe Waterproof as well as Fireproof

HANDLE
Heavy Handle which throws the heavy draw bolts to lock the Safe

LOCK
Heavy three-tumbler interchangeable combination lock. Simple and positive in action, will not get out of order

Weight 300 lbs.

METAL LEAVES
Made of Bessemer Steel with individual account-carrying compartments

CABINET
Wooden superstructure in which account-carrying leaves are operated during business

SAFE BASE
Safe in which the account-carrying leaves are secured at night under combination lock for fire and burglar protection

HINGES
Hinges of heavy Malleable construction

STEEL WALLS
Steel-enclosed walls filled with Fireproof Compound which solidifies the entire structure of the Safe

STOP GUESSING—KNOW! Business should be EXACT. Be interested enough in yourself to safeguard your BUSINESS from constant DRAINS and LOSSES.

THE PERFECT "ONE WRITING" SYSTEM PROTECTS YOUR RECORDS FROM FIRE.

The INTERNATIONAL ACCOUNT REGISTER SYSTEM has been proved by USE. It is what you WANT. FOR SAFETY'S SAKE WRITE TO-DAY and GET THE FACTS.

THE INTERNATIONAL SAFE COMPANY, LIMITED, FORT ERIE, ONTARIO

MODERN OFFICE APPLIANCES COMPANY
251 Notre Dame West, Winnipeg, Man., Western Distributors

G. D. PEQUEGNAT
113 Bleury St., Montreal, P.Q., Distributor for Quebec

"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo. **Cloth Extra, Net, $2.00** **By Mail, $2.10**

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book.—*Grocers' Criterion.*

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal.*

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics.*

"The author, Mr. Joseph M. Walsh, is, without doubt, *the greatest authority in America upon the subjects of Tea and Coffee.* The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

We never think of trying to force a grocer to handle Red Rose Tea. We do not tell him that he cannot make a success of his tea department without Red Rose Tea. We know it is his right to decide what is best to buy for his own business. But we do try to show him that he can make more net profit and more satisfied customers with Red Rose Tea as his leader than he can with any other tea.

T. H. Estabrooks Co., Limited

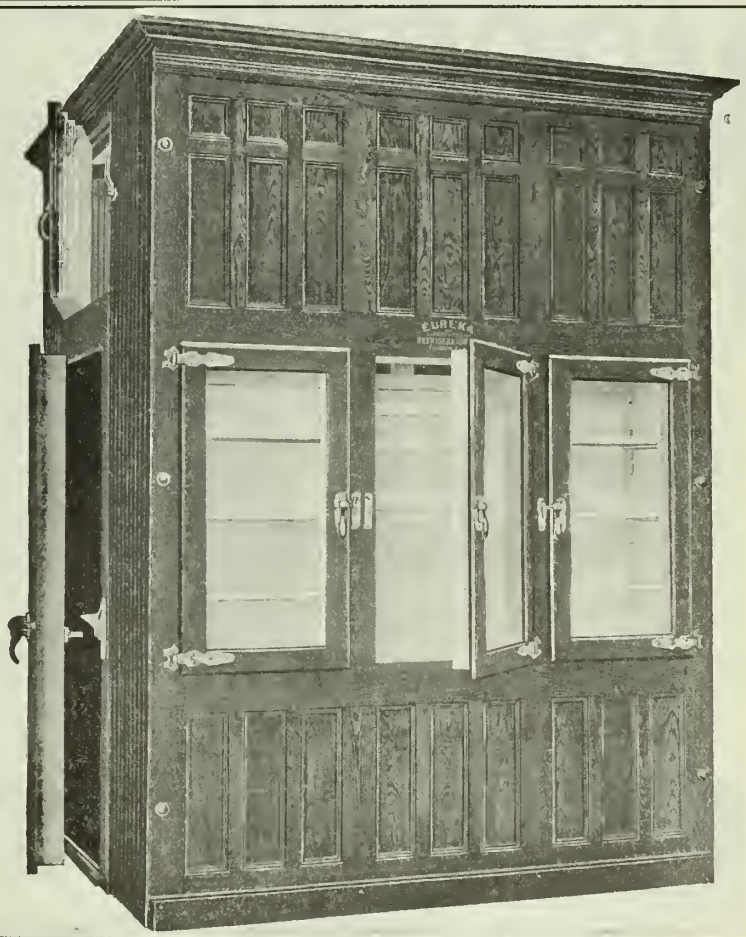
Toronto St. John Winnipeg Calgary

Will you let your dollars melt away this Summer too?

Will you let the summer heat and the damp atmosphere of ordinary refrigerators keep on spoiling your perishables, sowing dissatisfaction among your customers, and dwindling your profits next to nothing?

Decide now to put a stop to this unnecessary waste of hard-earned profits. Decide now, as hundreds of other grocers and butchers have done for over thirty years, that the **Eureka** is the only SAFE and SURE answer to most refrigerator problems.

Send for catalogue, or better still, call and see for yourself.



Eureka Refrigerator Co., Ltd.

Brock Ave. Noble St. Earnbridge St.

Phone Park 513

Head Office and Showrooms:

27-31 Brock Ave. Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

The Colman-Keen Show Card will give your sales a big boost

With one of these eye-catching display cards in your store your customers will be reminded of the fact that you sell the Colman and Keen Products.

The quality reputation of these goods is world-wide; your customers know of them, and such a reminder as this will bring you still bigger sales and increased profits. If not already supplied, write us for one of these cards.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH ST., TORONTO - 191 ST. PAUL ST. W., MONTREAL

AGENTS FOR THE DOMINION OF CANADA

MOORE'S

House Colors

Mr. General Merchant
We want your name and address

And we want it just so we can send you a trial shipment of our guaranteed House Colors, to demonstrate to your satisfaction the big paint profits our line offers you.

This is a **10-gallon shipment in assorted sizes,** sufficient to show you that it pays to sell Moore's House Colors in season and out of season. We offer this assortment at a very attractive price, and the Moore "money-back-if-not-satisfied" guarantee applies to every single drop of it.

By selling on this returnable basis you are assured of lasting customer satisfaction, and your paint profits will steadily increase. Avail yourself of this unusual offer now by sending us your name and address. We'll send you the trial supply by return.

Benjamin Moore & Co., Limited
WEST TORONTO

CANADIAN GROCER

Vol. XXXI. TORONTO, MARCH 30, 1917 No. 13

Children As An Item in Business

How Children May be Made an Advertising Force for the Store — Getting on Good Terms With the Children Has Proved of Financial Benefit to Many Merchants—Some Novel Ideas That Have Been Tried and Found Satisfactory for Catering to This Trade.

A STORE that wastes a single possible customer, is just by the amount of that single customer's business, falling below the possibilities of trade getting. Similarly a store that neglects to encourage any agency that will be a factor in gaining and holding these customers, is the weaker by the amount of this failure.

It is only in the last few years that the children's trade has begun to be considered as a thing in itself, and a matter worthy of the merchants' attention. This idea has come to itself however, and many merchants are now doing their best to encourage the friendship of the children.

Interior of the T. B. Shillington Store, Blenheim, Ont. Mr. Shillington is seen in the centre of the picture.

T. B. Shillington, of Blenheim, Ont., is a believer in this factor in trade and has evolved a novel idea to interest the school children in his store. The idea is this. He gives every school child who comes to the store a school scribbler with a space for the pupil's name, school and place. On the front and back covers the name of the firm is prominently featured, while the two inside covers give opportunity to call the attention to some of the lines handled by the store. It is a good advertising plan, for it is bound to catch the attention of the parent in looking over the work of the child.

Using a Scribbler to Draw Trade

Then also appearing on the cover appear the words: "Bring this book to our store when filled. One of them is worth ten cents on a two dollar cash purchase of shoes, clothing or dry goods." Now this is an idea that is not only going to bring the child to the store but is making sure of bringing him back again.

Yes it costs something to give away scribblers free to every child who asks for one. Deducting 5 per cent. of your credit of your profit on purchases is also an item. But its a very small item when you come to figure it out. Then there is this side to the question. By this means a vast number of children were drawn toward this store that possibly without this inducement might have gone elsewhere. If you can, say, double your sales from one source, the price of a scribbler and a decrease of 5 per cent. in the selling price would not bulk very large.

Santa Claus Works for This Store

There is another idea that has been tried out in an eastern Ontario town and has proved a magnificent success, it is not an entirely novel scheme but is new in its application to the smaller stores. It is nothing less than the supposed arrival of Santa Claus to take up his headquarters in the store for the period just preceeding Christmas.

The scheme was started with telegrams purporting to come from Santa Claus from the North Pole. These were featured in the store window, and in advertisements in the local press. Every day or so these messages were changed to tell of the kindly Saint's adventures on the way. In this way the interest was kept up. The children in the district all around were in a fever heat waiting for the day in which Santa was to arrive. Moreover arrive he did in a very realistic fashion from a station down the line clothed in the garb that any child would recognize in a million. Escorted by the local band he was driven in state to the store, while after him trailed every child in two counties or as many of them as could walk or were light enough to carry. It is a solemn fact that children were there from a distance of 20 miles. Arriving at the store they were permitted to enter the store and shake hands with Santa Claus, who presented each one of them

with a little present, then they passed out through the rear door after passing tables laden with toys that could not help but delight the heart of a child. There was a certain amount of expense connected with this idea too, but a mere nothing compared with the actual profit to the store. Why, as the manager of the store stated to a CANADIAN GROCER representative "there isn't a kid anywhere near here who knows there is another store but ours."

Children the Best Advertisers

Well it is no use spending time pointing such a moral as that more than to say that to have the youngsters of a district boosting for any store, is about as sure an indication of ultimate success as a five-figure balance in the bank.

A Toy Dept. in Men's Store, Why Not in a Grocery

There is a well known Men's wear store in Ottawa, who have installed a toy department where they sell mechanical toys. People say, that is no sort of a line for a men's wear store to handle, just as they protest that such and such a line is not suitable to a grocery store. Unsuitability is a matter of local conditions. A man for instance would be ill advised to feature pork sausages in a Jewish settlement. Not that there is anything wrong with the Hebrew trade, nor yet with the pork sausage, except that in this particular locality they do not hitch. But the matter of suitability is one that is worth thinking over. The people who deprecated the introduction of toys into that men's wear store were wrong. It proved a splendid success. How? Well it set up feeling of friendship between the boy and that store. The boy felt that he was being catered to, and that touched his pride. The mechanical toys, caught his interest. He frequented the store, and was encouraged to do so. When that boy needed a suit of clothes or a pair of boots, he would move heaven and earth to get them at that store, if only that he might lead his mother past those mechanical wonders and have a chance of impressing on her mind the fact that he wouldn't mind if someone, some time, made him a present of one of them. This is not theorizing, and yet on the face of it toys and clothing do not seem to be very closely associated. If it could be worked under those conditions. It is reasonable to believe that it would be still more effective in a general store.

The Movies As an Advertising Factor

There is still another method of enlisting the children's attention that was brought to the attention of he CANADIAN GROCER in a Western Ontario town.

A local grocer believed that the children's trade was eminently worth going after. He reasoned, that running to the grocery store was one of the bugbears of childhood, and that many a good order had been lost because youngsters were unwilling to go to the store. Anything that had a tendency to make the grocer appear more or less in the light of a friend to the children, was bound . he thought to be a good move, because first of all that engenders a friendly feeling between the grocer and the children's parents, and then it fosters a good feeling between the child and the grocer, and as this merchant figured, he was going to be in business till he just naturally dropped off, there was the fact that these very children were apt to grow up and become householder and housekeepers in their turn, and a good fellowship established with the child was apt to live.

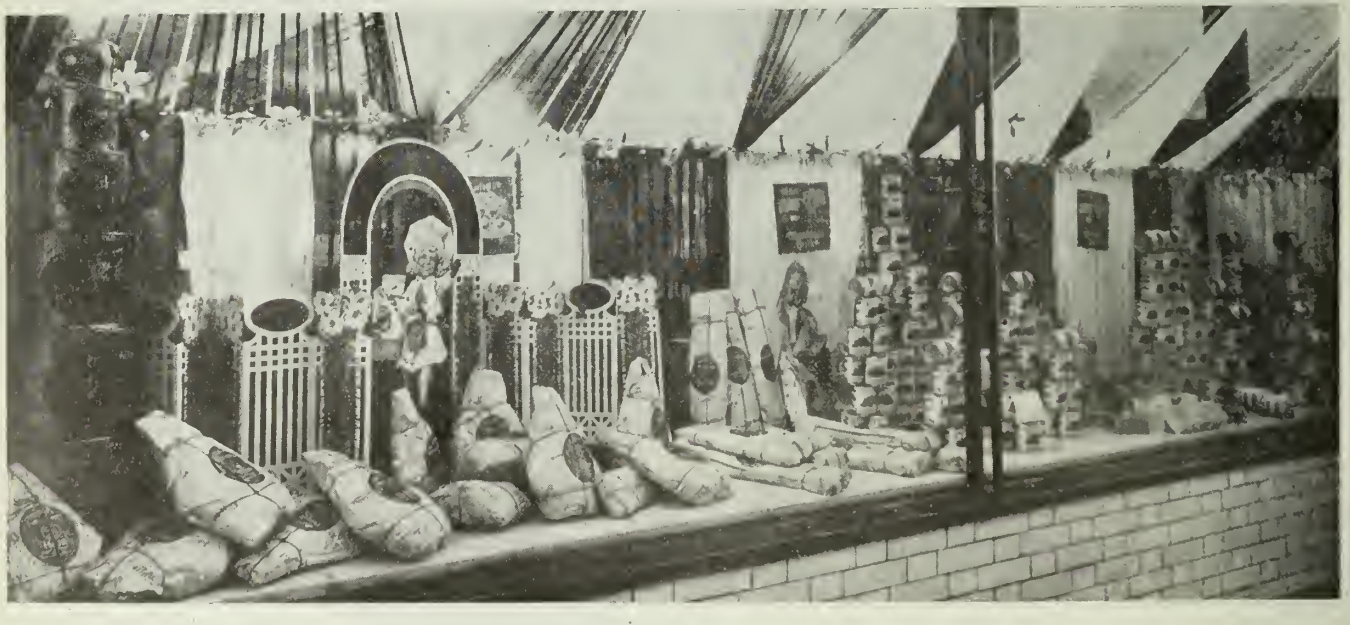
Familiarizing the Children With the Store Prices

The idea the merchant adopted was to hire the moving picture theatre for a couple of mornings during the holidays and invite all the school children to come as the guests of the store. Needless to say they came. During the changing of the reels the grocer was on the platform and talked to the youngsters in a jolly friendly strain. By relays too his clerks were brought in and talked or did some simple little tricks to interest the expectant youngsters.

It cost something to rent the moving picture show for two mornings, but not very much, because there were no shows in the morning anyway, and anything obtained was pure gain to the movie proprietor.

It didn't cost much and it gave the opportunity for the children to become acquainted with every member of the staff of the store, and especially with the proprietor. It was one of these advertising schemes whose value cannot be definitely measured. But the proprietor of that store, assured the CANADIAN GROCER, that this little scheme had paid him over and over again, in little instances that he was able to trace. and he confidently believed that there were numerous instances when this idea had served him well that were never brought to his attention.

These are only a few ideas gleaned here and there for gaining the friendship of the child. In every one of whom the wise grocer will see a potential customer.



A display of provisions that is full of suggestions. The present is a good time to show these lines.

Retail Merchants and the Rural Mail

Taking Advantage of One of the Outstanding Agencies of the Mail Order Store — Beating up Business With Post Cards — Some Other Suggestions For Using the Mails to Increase Business.

THE birth in recent years of the rural mail delivery has to a great measure transformed the trade situation of the country sections.

To hitch up Dobbin and drive to town for the mail and the newspaper was one of the accepted chores of farm life, until a beneficent government brought the post office to the farmer, instead of demanding that the farmer come to the post office.

Unquestionably this change has meant a very considerable difference in the trade of the small towns, not that less trade was done, that naturally couldn't be, but it was done in a good many instances by different agencies. We have heard the mail order store blamed for the introduction of parcel post, and it is generally inferred that on them also lies the responsibility for the rural post.

Cataloguing Grocery Store Products

Now whatever the result of the rural mail, there can be no two opinions as to the great benefit it has been to the rural communities. That it has been made to serve the interests of the mail order house is unquestionable, but that can in no sense be used as an argument against it. The same use is open to all merchants. Indeed, there are a number of instances where there has been a most successful adaptation of this method of trade. One large store has adopted the idea of sending out a miniature catalogue. This catalogue is sent to a carefully selected list gleaned from the rural directories of the surrounding district. It has been the means of keeping the name of that store prominently before the people of the district, and has provided a suggestion, that has proved a good method of meeting the mail order competition.

A Service to Out of Town Folk

In the district around Montreal there are many places where people live some six months of the year that are very poorly equipped with buying facilities. These people, therefore, have come to look for their home store to attend to their needs. Out of this condition has grown a service to the customer in out of the way places that could not possibly have been developed without the assistance of the parcel post. The Montreal stores that do this trade are naturally stores of the better class, a good many of whose patrons leave the city for a third of the year at least. It has become a necessity for them to keep track of this trade, to follow it up by means of weekly letters suggesting needs and price of goods. These stores are not to any great degree affected by the activities of the mail order house, but they are faced by conditions similar to those brought about by this competition, and have found the rural mail and parcel post a satisfactory method of dealing with the situation.

The Method Applied in Smaller Places

Moreover, some stores in small towns and rural communities are taking advantage of the opportunities opened up to them by means of this agency to enlarge the scope of their activities.

Perth, Ont., is not a large town, neither is it small, it is one of the average-sized towns that are the backbone of Canadian trade. But it is a town of more stores than the town itself actually requires. Therefore, it is a necessity to depend on the trade of the country around the town.

Now Perth is one of those places within the radius of the greatest activities of some of the large mail order houses, so that it meets a very keen competition throughout the rural district. This naturally brings to the fore the question as to what methods may be adopted to meet this competition.

How the Postal Card Brings Trade

C. A. Farmer and his son, who have an attractive store in that town, have considered it wise to take a leaf out of the book of the mail order house, and make the postal department a part of their service, and also a part of their aggressive business methods.

There is nothing very startling about the means they have adopted. It is merely an idea for keeping their name before the buyers of the district.

With every order that goes out to a country customer, goes also an addressed post card. When it is remembered that there are seven rural lines out of Perth, that cover a territory of some 20 miles each, it is easily seen how great an opportunity is here presented. But these cards do not merely go out with orders. When there is anything special that the firm have to offer, take for example soft summer fruits, a letter is sent out throughout the district stating that on such and such a day strawberries will be at their best and cheapest, and requesting the reader to use the enclosed card to notify the store as to just what quantity they could use. In this way the store is able to gauge fairly accurately the amount of goods to be purchased. The mere matter of drawing their attention to the matter also, induces many people to buy who would not otherwise become purchasers, thus the store actually increases the business to be done to its own advantage.

The Farmers' Trade a Growing Factor

It must be remembered, that with the introduction of the rural post the farmers do not come to town with the same frequency that they used to. They are, therefore, not kept abreast of the novelties that the trade has to offer. They may have their list of staple groceries to be purchased when they come to town at the week end, but they are not brought under the influence of novelty lines, as the people who enter stores daily are. Now this didn't matter so much years ago, when the farmer was struggling along to make both ends meet, and didn't have any money to spare for anything that didn't have good brawn building qualities in it somewhere, but of recent years the farmer has managed to get both ends meeting very comfortably.

They not only meet but overlap, and he is in a very comfortable condition indeed, and can better afford many of the luxury lines than many city folk. Yet, he is not brought into touch with these lines, and so a good customer is lost. Therein lies the chief value of the system of post cards adopted by the C. A. Farmer store. It keeps the buyer outside the town in touch with things, and with the store that has these things. Where these goods can be mailed it is possible thus to deliver them at a very moderate rate. Where this is impossible, the post card brings the suggestion to the mind of the farmer, and there are long odds in favor of the probability that when the farmer comes to town to sell his eggs and produce at the week end that he will remember these things.

This is not the only method this store adopts for attracting attention. They send out calendars, and have found them a good reminder. The local papers, too, are extensively used, and the advertisements are changed every week to keep the country customers abreast of the changing activity of the store.

(Continued on page 25.)

Standard Remedies and Their Market

A Western Store Cursed at for a Failure in Service, Adopted a System That Put the Drug Department at the Very Head of the Store's Money-Makers—Some Ideas Suggested by the Experience of This Merchant.

THERE is a small store in the Middle West that has made more or less of a reputation for itself in the simple matter of handling what the people need. It is not a large store as far as actual size goes, but it is the biggest thing in stores in a very considerable extent of country. Of course there are folks in that community who do their buying in Regina, and other towns, but that is a considerable step away, and the people thereabouts while prosperous in this worlds goods, are busy folk with little time to go gadding off about the country in search of things of daily household need.

Therefore this store is the growth of the needs of a community, which by the way is a pretty good reason for the growth of a store. But unless the needs of the community are adequately met this call is apt to be repeated, which is not quite so good for the success of the store.

Fortunately in this instance the man who saw this opportunity was a man of a good deal of insight, who also saw that there was more in store keeping than just making sales and gathering in the profit.

We regret that we cannot speak of this store by name, but the items in this store were given to us with the understanding that they should appear with no personal reference of any kind. Therefore we must be content to speak of this store impersonally. The owner, modestly stated that his was only a little store. Well that is true enough, but there are certain things about it despite its small size that are worthy of careful consideration. Some of these ideas are not new, or have only some new aspect. There is one point however that we believe well worth the attention of the average general storekeeper. That is the drug department.

The Drug Department in a Prairie Store

The drug department in most general stores is merely one in name. It is too limited to justify the name. There are the few regular remedies, but no attempt to lay any emphasis on this one line. That is the reason that out of the varying activities of this little western store we are picking out this one item to draw to your attention.

The owner of the store prefaced his remarks on this department by stating that he had begun this department to make money, led on by the cheerful prevarications of the man who will always be found to tell you that there is a 400 and 500 per cent. of profit in drugs. "Well," said our storekeeper, "it didn't take me more than a week to see that I would have to give up that rosy dream. Then one night a man came to my store asking for a certain kind of medicine for a sick child, and I didn't have it or anything like it, and there was no doctor anywhere within miles. The man was excited, and I remember that he cursed me. Not that that mattered much to me personally, but when I came to think about it, it dawned upon me that, it was a mighty poor idea to have a man curse a store because he couldn't get something there that he desperately needed. I think," he continued, "that was what led me to go into the drug end of this business a little more extensively than the average general store. Just the idea of having things there for people when they needed them. I would have been ashamed to death to have been without a supply of butter, and yet people can get along without butter well enough. But they don't usually spend money on medicine unless they actually need it, at least the folks around here don't. And I came to the conclusion that it was part of the service that I owed to these people to see that there was always something that could be used to help things out when there was sickness or injury around.

A Venture in Philanthropy That Turned Out a Business Success

"I kind of made up my mind to do that just as a fellow in other circumstances would give a subscription to an orphan asylum. What I mean is that I didn't expect it to be much of a money-maker for me. That's where I was fooled, however. All by itself it has made me a nice little pile of money in the past few years.

"I confess that once I had made up my mind to put in a half decent drug department the idea rather got hold of me, and I just couldn't help of thinking how to make the thing pay, and I worked out a lot of little schemes to help out.

Using the Experience of the Horse Expert

"For instance, there is a man about here who spent his early days around a training stable, now what that fellow doesn't know about horses, nobody need attempt to know. Well, I got him in the store one day, and got him telling how to treat some of the injuries that horses are subject to. Everytime he mentioned a remedy of any kind I just wrote it down with a description of the kind of trouble that it was meant to cure. They were simple enough remedies all of them, but they were given to me by a man who actually knew horses, and moreover, someone whom every one knew was an authority on the spot. That started me out on that side of the business. Then, I tried to get a little knowledge of the cures most useful for simple little ailments, sore throat and colds, cuts and burns and bruises, and things of that kind. That gave me a pretty good list of things. Then I got a list of the best of the standard remedies. Once the doctor from a place about twelve miles from here went over a list with me, and once I ran up to Regina, and spent a day in a drug store there, where the man was decent enough to give me a lot of information.

"That was the basis of my medical knowledge, but it was enough to enable me to be a lot of help to the people around here, and they seemed to appreciate it. From that on my little drug business grew, and I began adding drug sundries, brushes, talcum powders, toilet waters and things of that kind.

Moving the Drug Department to a Strategic Position

"Then it struck me that it wouldn't do any harm to make a little bit of a feature of this line. You know how it is usually squeezed away back in a dark corner. I made a little drug department right in the centre of the store.

Two big boxes with shelves fitted in them were placed back to back in the centre of the store near the entrance. There I kept the bigger stuff. Toilet paper, a few thermos bottles, and things of that description. On top of this again there were two other boxes facing out a little narrower than the others, and above that still another row, making a sort of stair.

"In the second box on the shelves I kept the larger bottled stuff, and on the bottom which was fixed like a drawer, there were the brushes and combs, and things of that nature. In the top boxes there were the smaller sized medicines, talcum powders and things of that kind. The only real expense to the whole affair was having glass doors put on those boxes, and when it was finished, it really made a very attractive display.

Here is an excellent arrangement of fruit and vegetables with a background arrangement of Easter lilies—a good suggestion for an Easter window.

The Selling Power of Display

"You would be surprised what a difference that made in our business in this line. People were interested in looking at this display, and that gave me a chance to talk these things a little, and you would be surprised how that business boomed. Yet, we have only a little store, and not a very modern one. But we have always tried to give the people what they actually needed, and after that as much as possible what they wanted.

"It is always a wonder to me that general stores haven't gone into the sale of remedies, more. Of course they can't compete with the drug stores of the larger places. But there are such a lot of small places where there are no drug stores within miles. It should be a great opening for the stores there."

That is certainly an idea worth thinking over. There must be thousands of these stores that are letting a great opportunity slip through their fingers, by either paying no attention to this line, or paying such a half-hearted attention that it might almost be better left undone. Ponder this idea and see if there is any way to improve the service in this line that you are giving.

If you disagree with the idea of the storekeeper of this article let us hear from you. If you have improved on his methods, we would also be glad to know of it. It would seem that this standard remedy department is a great field of activity for the general store that speaking in the most conservative terms might very easily be doubled.

RETAIL MERCHANTS AND THE RURAL MAIL

(Continued from page 23.)

In all their dealings with the farmer the firm pays strictly cash prices. That places them in a very satisfactory position in regard to the farmer. This business is kept on a cash basis entirely. The farmer getting cash for the goods he brings in naturally does not expect to receive credit on his purchases. By adopting this system it has been possible to keep on the friendliest of terms with the farmer, without the extensive credit outlay that the farmers' trade in many instances involves.

The firm, believes where possible, in buying in quantities. Apples and potatoes are usually bought in car lots, while other commodities are also handled in large quantities. For instance the firm bottles its own supply of honey which it buys in 60-pound tins. In one year alone they have disposed of 2,000 pounds of honey. So much for the activities of one firm that has found it worth their while to take advantage of every agency that has been presented for furtherance of the business of the store.

The London Retail Grocers' Association are putting on a Pure Food Show at the Princess Rink, the week of April 23 to 28th.

MONTREAL FRUIT MAN REPORTS ON FLORIDA PROSPECTS

H. L. Vipond of George Vipond and Co., Montreal has just returned from Cuba and Florida where he has gone thoroughly into the Produce situation. He has arranged for shipments of Cuban tomatoes, until the Florida crop comes on. Mr. Vipond reports that in the Miami section of Florida, it is not expected that they will be able to ship till around April 15. On the other coast there will be none offering for from three weeks to a month. This is of course due to the very severe frost of some weeks ago, that has retarded the growth of everything by about a mouth.

MARGARINE TO BE DISCUSSED AT OTTAWA

Headed by representatives of the Board of Trade, a Montreal delegation waited on Acting Premier Sir George Foster and Hon. Martin Burrell, Minister of Agriculture, and urged the introduction of margarine as a solution of the high prices demanded for butter. R. M. Ballantyne, representing the Board of Trade, pointed out that the introduction of margarine would not injure Canadian agricultural interests, but would prove a stimulus to the production of butter, and would not have the effect of discouraging the farmers from producing as much as they are doing at present. Sir George Foster replied that the matter would be discussed at length in the Houses when Parliament reopens.

CANADIAN GROCER

ESTABLISHED 1886

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THE HIGH COST OF DELIVERY

THE United States Census Bureau, one of those departments that revel in a mass of figures, has been engaged in the compilation of statistics on the cost of delivery. This investigation proves that for four of the important classes of commodities, coal and wood, milk, ice and departmental store merchandise, which unquestionably represents a very considerable part of actual living costs, the delivery charges average more than 8 per cent. of the total cost to the customers. It is hardly just to the different commodities mentioned to scramble them in this way, the item of department store goods, might be anything or everything, but according to the statistics delivery charges on these items represented only 2 per cent. of the selling price. For milk the cost of delivery is 12 per cent. of the selling price for coal and wood 19 per cent. and for ice 45 per cent.

The departmental stores certainly have their faults, but when we can pick out a bright spot we like to do so, and the example of their delivery charges glitters like a paste diamond. We wonder how many grocers can set their delivery charges as low as 2 per cent.

THE MAIL ORDER MENACE

THE Wholesale and Retail Grocery trade is at last waking up to the fact that the Mail Order House is an enemy to be taken seriously. This is made very manifest by the meeting held in the Board of Trade Rooms in Toronto, a report of which appears in this issue. Similar reports coming from all parts of Canada intimate that this agitation is growing.

The Canadian Grocer and other trade papers, has been calling attention to this menace for a great many years past, but with only indifferent success. It needed the pinch of actual danger to focus the attention of the trade. It is to be hoped that the interests are sufficiently awake to the dangers presented by the mail order situation, to make some active move to meet the situation.

When all is said and done however, the best answer to such competition is a satisfactory service emanating from the locality store. There are enough instances on record to prove that even with the vast opportunities and privileges that great organizations enjoy, it is still possible to meet them successfully on this ground.

We do not pretend to argue the justice of these unusual privileges, but only that the case of the retail store will be all the stronger if it can see and emulate the good points in a bad system and can in a measure at least pattern its service on the idea of service developed by the mail order store.

THE HIGH COST OF INVESTIGATION

THE mania for investigating the High Price of every commodity or activity except the one in which the investigator happens to be interested is growing with the passing days.

In the United States despite the repeated justifications that have followed the investigation of certain industries the investigations go merrily on. In our own country, that persevering investigator Mr. O'Connor is still investigating. He is investigating and condemning the Equalized Sugar Rate, for instance, despite the fact that he is reported to have himself admitted that it is probably the cheapest and most equitable method of doing business yet devised.

Now is it to be remembered that Mr. O'Connor draws a substantial salary, a very substantial salary. second only to that of a cabinet minister. Not unnaturally perhaps, Mr. O'Connor does not wish to see that handsome salary being diverted from his pocket. Therefore, the investigations must go on in order to provide Mr. O'Connor and others like him with a semblance of an excuse for drawing this handsome return for their labors. But when we actually get down to brass tacks, does not the whole proceeding seem a farce.

Here is machinery provided for dealing with abnormal economic conditions, that is costly machinery, yet in the many months in which it has been grinding on their peaceful and personally profitable way in Ottawa, there has not been one single effectual thing accomplished. The trade of Canada has been put to a vast amount of inconvenience and annoyance, but in no single instance has there been any proof adduced of any malpractice. More important still, there has not been a single instance where the investigation has resulted in a reduction of prices. It is a profitless business and a very expensive one to maintain.

A fruitful matter for investigation, might be an investigation turned back on itself. How much we wonder is Canada paying for this cumbersome investigating machinery that produces nothing.

Reckless Stock Carrying

Careless Accounting — Slipshod Statement—Dangerous Condition Must be Corrected —Some Instructive Inquiries and the Answers Thereto

By Henry Johnson, Jr.

HERE is a deplorable condition which accounting, even of moderate efficiency, would have prevented. True, you will think that even good bookkeeping could hardly help one who buys so recklessly; but it would. Let us see. Here is the letter:

"We would appreciate it if you would give us any information you can after looking over our inventory.

Merchandise on hand		$ 9,500.00
Fixtures		1,500.00
Accounts		2,750.00
Notes		450.00
Cash		450.00
Credit memo.		75.00
		$14,725.00
Owe bank	$7,000.00	
Owe merchandise	1,000.00	
		8,000.00
		$ 6,725.00

"We cleared about $2,000 last year above living and expenses. Did $54,000 business. Our stock is all first class, accounts good. What we desire to do this year is to run down the stock and pay up bank to stop interest."

Let us note in passing the suspicious roundness of these figures—no odd dollars or cents. I have never had my stock, cash on hand, bills owing and accounts outstanding, work out so prettily. This is not captious fault-finding either. I call attention to it as evidence of loose methods; such methods as lead one to question all statements made. For example, I have no confidence that this concern made $2,000, either exactly or "about," last year.

Next, we have the stated $9,500 stock with sales of $54,000 a year. This is a turnover of a little better than 4½ times. 40 per cent. of fairly normal, 33 1-3 per cent. of really good conditions. Such sales justify a stock of $3,600 to $4,320; so there is here a burden of dead goods equal to between $5,000 and $6,000.

Taking all these figures at par, deduction must be made of the F. & F., $1,500, to get the quick assets. That leaves $13,225, against which there is indebtedness of $8,000, and shows upwards of 60 per cent. lien—less than 40 per cent. clear. If all juice were squeezed out of the assets-figures, I hesitate to think how the concern would look. Why, this condition is nothing short of deplorable.

Even if everything is taken at face, $14,725, the $8,000 against it is very nearly 55 per cent., so the concern has less than a half interest in its possessions.

Altogether it looks like simple bull luck that nobody has taken steps to force things as yet; and these people had better get busy right off to reduce their indebtedness and get things into more wholesome condition before something really serious occurs.

Cut Out Buying and Sell Unrelentingly

The data furnished is so incomplete that I cannot advise with full knowledge. I do not know what expenses there are, so cannot judge of that end. I have no history to indicate how that figure of "about $2,000" is obtained. I have no indication of the average margin earned or figured in the business. But one thing is plain: stock must go down over 50 per cent., and the way to do that is to STOP BUYING.

I could say stop buying absolutely; but that might be misunderstood. So here is what can be done, and must be done. Buy every week or every day what you must have for current needs in the minimum quantity. Your sales are around $180 daily, so maximum average purchases cannot exceed $144 daily. An ideal to be aimed at is that purchases shall not exceed 70 per cent. of sales. That would cut you down to $126 daily average. But these averages contemplate a healthy condition of stock, and your condition is unhealthy; so you must cut deeper—very much deeper. My recommendation is that you limit your purchases to $75 daily—$450 weekly—and get inside of that as much as you can possibly accomplish.

How? Buy no futures at all. Contract for nothing whatever for future delivery, no matter how good it looks; no matter what story or song-and-dance is promulgated by the seller. If you usually buy five cases of tomatoes or corn for current stocks, buy one case hereafter. In the case of seldom-sold articles, cut them out and pick up an item here and there from your neighbors at time of demand. Men who have money can buy at any time—one can always BUY. You have no money, so you cannot buy now. Get the money out of that stock and you can buy again; but it is my guess that you will so learn by this experience that never will you feel again the same necessity to buy that you have felt in the past.

It is not an easy job. You will find that your stock—"all first class," as you say—will become mightly sluggish once you attempt to get rid of it as it stands. But go to and keep after it. Get it out and SELL it. Items which move slowly must be pushed. Get them sold at any old price to get your capital free from them.

You can take out of stock and accounts enough to wipe out that $7,000 at the bank in about 12 to 15 months if you work determinedly. That will not only save you $420 to $490 annual interest, not only conserve to you earnings on $10,000 to $15,000 annual sales; but will bring home to you the meaning of Robert Burns' lines—the most inspiring that a merchant can memorize:

Not for to hide it in a ditch;
Not for a train attendant;
But for the glorious privilege
Of being independent.

Take this to your banker; tell it to your jobbers; be frank and above board about it all; and my word for it you will be glad you did it within a very short time.

And Good Luck to you—spell it P-luck, though, to get the right combination!

* * *

Where Get the Right Books?

I am asked where you can get the ledger and six-column journal I have described. These can be bought from any stationery store. If not in stock, they can be got from a wholesale stationer, or your jobber will pick them up for you.

Bear in mind that you may be better served by an eight-column journal than a six-column; and you can get the eight just as easily as the six. Also, you can use the Harvard sheets as well as my ledger. A very little study of them will indicate how.

Some good letters in already; but I want more of them. Are YOU going to write?

LARGE ORDERS FOR DRIED PRODUCTS

British Columbia Government Orders Two Million Pounds of Dried Vegetables From Farmers

Hon. Martin Burrell, Minister of Agriculture, in reply to a letter from Mayor Todd, of Victoria, B.C., suggesting that the Government place orders at fixed rates with the farmers, states that he understands orders had been placed in British Columbia for dried mixed vegetables and dried potatoes aggregating more than two million pounds of the dried products and adding that "it does not seem feasible to make direct contracts with the farmers."

Some Difficulties of the British Import Embargo Announced

Remainder of This Year's Crop of Apples Can be Exported up to the Extent of Fifty Per Cent. of Former Years —An Outline of the Apples Available on the the Continent—Heavy Orders for Canned Salmon put Industry in Strong Position.

THE Canadian Government has been notified that there will be permission granted for the importation of fresh apples up to 50 per cent. of the importations of 1916. This applies however only to the present crop, and does not effect importations of next year's goods when the crop is expected to be large. Under the present ruling all apple shipments of next season's crop will be absolutely barred.

The loosening of the embargo is not of any great moment at the present time, as there is no very large holding of apples remaining.

Apples available in Canada at the present are approximately as follows:

	Barrels	Boxes
Nova Scotia	55,000	....
Ontario District	8,750	....
Georgian Bay District	3,150	....
Quebec	3,500	....
Montreal	7,500	5,500
Toronto	1,500	3,000
Brantford	....	200
St. Thomas	400	....
Hamilton	1,700	....
London	....	800
Kootenay District	....	9,000
Okanagan Valley	....	3,000
Vancouver	....	20,000
Victoria and District	....	13,000
	81,500	54,500

Even in the United States the holding is unusually light. Combined holdings reported aggregate 1,280,473 barrels as against 2,543,043 last year and 2,065,654 boxes compared with 2,096,432, at March 1, last year.

These figures would seem to indicate that the export trade will not be a great factor in the apple situation for the balance of this season.

Canned Salmon in Strong Position

In the regard to the embargo imposed on canned salmon, the permission to import up to 50 per cent. of last year's imports, along with the British governmental agreement to purchase 600 tons of Canadian salmon per month, has placed the B.C. Canneries in a very happy situation. Under this heavy buying there is little doubt that the coming catch will move off without difficulty, and it is probable that there will not be any marked fluctuation in prices.

LONDON, ONT. GROCERS ENTERTAIN FRIENDS

AT the last regular meeting of the London Retail Grocers' Association, the president, Norman McLeod, announced that as there were present many of their friends of the wholesale trade as well as a number of visiting merchants from St. Thomas, the regular order of business would be suspended until the next regular meeting, and the gathering thrown open for a general discussion of business topics.

Mr. Turnbull gave the retail merchants many good suggestions on the methods used by successful merchants and also urged the grocers not to cut each others throats. Archie McPherson of Elliott, Marr Co., gave an outline of the order in council that the Minister of Labor was putting into effect, also the Knowles Bill. He claimed the ruling was one-sided and urged the grocers present to join hands with the Retail Merchants' Association to have an Inland Trade Commission appointed. A. M. Smith and John Garvey also spoke in favor of these activities.

James McDougall, of the St. Lawrence Sugar Refining Co., spoke on the evils of price-cutting and doing business without a legitimate profit.

Fred Lawrason, of F. S. Lawrason & Co., spoke at length on selling quality goods and urged the merchant to talk quality and service, instead of bargains, as the public had no confidence in the bargain man. Lew Egan, of Egan Bros., spoke on behalf of the St. Thomas Grocers. Mr. Egan said the grocers had themselves to blame for the public looking upon the grocer, as nothing more or less than a slave. It was legal for labor unions to unite and strike, but not for the retail grocers, he claimed. If they would all unite in one body the Government of the country would have to listen to them. Mr. Egan was loudly applauded. C. C. Raison also spoke for the St. Thomas grocers. Harry Ranahan spoke on behalf of the London Retail Grocers, and emphasized what Mr. Egan, of St. Thomas had said, that the merchant should elevate his business to a higher level.

After this discussion, the gathering adjourned to the next room where a dainty buffet lunch was served.

Alderman Gordon Drake, Thos. Shaw and Harry Harley were the energetic workers on the Refreshment Committee.

R. H. Cook and D. H. McIntyre, of St. Thomas, promised to come to all the social evenings put on by the London Grocers, as they enjoyed every moment of it.

During the evening Chas. Finney and Gordon Granger gave several solos, and E. J. Ryan gave a monologue. Hugh Overend was the accompanist. After those present had a smoke and social chat the meeting was brought to a close.

SERVICE DEPARTMENT

Cars of Potatoes for Sale

Geo. C. Cruce Shell Brook, Sask. Can you give the names of a number of responsible firms dealing in potatoes in car lots?

Ans.—This information has been sent by letter.

White Clover and Buckwheat Honey

Mutual Purchasing Co., Winnipeg, Man. Will you forward per return mail names of firms putting up white clover and buckwheat honey?

Ans.—Information forwarded by letter.

Has Maple Syrup on Bulk

H. J. Muchanan, Waberly, Ont.

Can you give me the names of any dealers in maple syrup to whom I could ship syrup in quantities.

Ans.—This information has been forwarded direct.

The Economy Store

J. F. Holleway, Lindsay, Ont.

Some months ago you had an article on the Economy Store. I would like to go over that again and would be obliged if you could locate it for me?

This article, The Economy Store in America appeared in the August 11th issue, 1916. A copy has been sent.

Canadian Agents Keen's Mustard

Will you kindly advise us the names of the Canadian agents of Keen's Mustard?

D. L. McKinnon and Sons, Sudbury, Ont.

Ans.—Messrs, Major Sons and Co., Montreal and Toronto, are the Canadian agents for this product.

FRANCE BARS ALL IMPORTS

Except Those Specially Admitted for Distribution Pro Rata.

The French Minister of Commerce by authority of the Cabinet has issued a decree prohibiting all imports except those authorized specifically by Government upon application, which must be referred to a committee in which the Ministries interested, Parliament and the Chamber of Commerce of Paris are represented. The products imported under special permits will be distributed among merchants and manufacturers pro rata to their requirements.

Should the Manufacturers Make Prices?

Opinions on a Live Subject—Knowles Bill Being Opposed in Many Quarters—How it Affects the Retailer—Opinions Wanted from Readers.

The great majority of men in Canada are not able to talk intelligently on the subject of price maintenance—for the good and simple reason that this is a semi-technical subject, and one that has not commonly or acutely come up for study. Among advertising men, especially advertising managers of firms making a standardized, identified product, marketed with the aid of advertising; and among manufacturers of a trade-marked product of high quality, the subject of fixed re-sale prices has for a long time been one of prime concern. But for the general run of men, price maintenance as a name and proposition is without significance.

Because of all this, CANADIAN GROCER proposes to provide here and now some information and opinion on the matter of price maintenance, of the manufacturer's claimed right to fix and enforce the price at which his product shall be retailed.

Some Illustrative Examples

The subject of price maintenance will take on greater clarity for many minds if we make its applications and relations specific. Examples of fixed re-sale prices —fixed, that is, by the manufacturer— are:—

Arrow collars, two for 30 cents.
Columbia Grafonolas, $15 to $350.
Waterman fountain pens, $2.50.
Belding's silk fabrics, $1.25 to $2.50.
Jiffy-Jell, two packages for 25c.
Palmolive specialties, 25c and 50c.
Overland motor cars, $930.
Pears' Soap, 15c.
Shredded wheat, 2 packages for 25c.
And so on, and so on.

The prices indicated in the above examples are advertised prices — prices stated in the makers' advertisements. But it does not follow, in every instance, that these fixed prices are enforced prices.

A familiar example of a fixed and enforced price is the Waterman Fountain Pen, $2.50. This pen is sold to dealers only on specific agreement that it shall be retailed at the price or prices fixed by the makers. Similarly many other advertised lines are sold to dealers with an agreement by which the dealer contracts to sell at the prices fixed by manufacturers. In many other cases, the price fixed and advertised by the manufacturer is cut by the dealer—not by all dealers, but by some who hope by this price-cutting to attract and divert trade.

The price fixed and advertised by the maker, when not enforced, is intended to assist the retailer to sell the price-fixed article with greater ease, and to obtain a full profit. It is intended to protect the consumer against an exorbitant price—this by making him familiar with a right price. The advertised fixed price is also designed to facilitate the sale of the article universally—by making the price uniform in all parts of the country.

Many advertised trade-marked or identified commodities have no prices fixed by the maker; their re-sale price is left entirely to the dealer. For example, the resale prices of Old Dutch Cleanser, Sunkist Oranges, Yale Locks, and Grape Nuts are not indicated in the public advertising; and the inference is that the dealer may set his own price, being governed always by the commonly prevailing price and by local competition.

In some cases, from the nature of the goods, the retailers of advertised identified goods are in reality the special agents of manufacturers. Thus pianos, phonographs, typewriters, adding machines, motor cars, agricultural implements, are commonly sold through designated dealers or agents, in which case retail price control is comparatively simple, for the relation between agent and maker is a direct one. But in the case of those commodities sold commonly through Jobbers—trade-marked grocery specialties, hardware specialties, drug specialties, and so on—it is obviously much more difficult to enforce or control re-sale prices.

The Question of Public Interest

The query will have arisen in many minds—Is it in the interests of consumers to have re-sale prices fixed and enforced?

The natural quick conclusion is that it is a good thing for the consumer to be able to buy what he wants at the lowest possible price—at prices fixed by competition. Also, many will be inclined to say at the beginning of their thinking on this subject, that for a maker to fix and enforce the re-sale price of his product is a "trust" or "combine" procedure, that it is taking away from the liberty of the dealer, that it is a sort of mug's game by which the maker can set any old price on his product and get away with it.

But one runs up very early in his honest thinking against the price-cutting practice with its long train of evil consequences; and one is compelled in fairness to ask the question: Whether it is better, in the public interest, and in the interest of the consumer, for price-cutting to flourish; or for there to be universal uniformity of price on standard, identified goods? Or to put the question in concrete terms: Whether it is better, in the public interests, and in the interests of the consumer, to have Kodaks sold at maker-fixed or at dealer-made prices? or to have Hoosier Kitchen Cabinets sold at maker-fixed or at dealer-made prices? or to have Ford Motor Cars sold at maker-fixed prices or at dealer-made prices? and so on. When one puts the question in specific terms to the intelligent consumer, the probability is that he will reply—"I prefer a maker-fixed and enforced price to dealer-made prices." And in saying this the consumer says in effect: "I have more faith in the justice and fairness of the price fixed by the maker than in the price any dealer would charge me if the retail price were left entirely to him."

Makers' Versus Dealers' Price

Right here one begins to get at the kernel of the nut; and the whole question of price maintenance begins to take on an added luminosity.

Dealer-made prices are decidedly less trustworthy, taking them by and large, than are maker-fixed prices. In the case of a standardized, identified product, it is difficult for the dealer to get an excessive profit — difficult because of the public's knowledge of the retail value of the advertised, standardized, identified product. Such products, as a rule, have a fairly level maximum retail price. Any variation from this commonly known, recognized, and accepted price, is downward rather than upward. And dealers after big profits prefer, as a rule, to sell unadvertised, unstandardized, unidentified goods — merchandize which the public cannot accurately value or make price comparisons on. On such goods dealers rely on making a generous, if not an excessive, profit.

Just here it may be well to define what is meant by "standardized, identified," as applied to merchandise. By "standardized" is meant goods that have a known and maintained standard of quality. By "identified" is meant goods branded or trade-marked and maker-acknowledged. The two terms taken together usually imply extensive advertising, and accepted responsibility for the high quality and all-round satisfactoriness of the goods.

The question arises—Is it better for the community at large, and for individuals and families in particular, to be supplied with standardized, identified goods or with goods of no established or declared quality, made by no revealed maker, and for which no responsibility is accepted or redress possible, should the goods prove unsatisfactory? The question carries its own answer.

Where Price-cutting Occurs

Price-cutting, from the nature of things, takes place commonly on standardized, identified goods. There is little significance or conviction in an advertisement which reads:—

> Moirette Petticoats, regular value $10; special price, Thursday, $5.

Every woman of common sense knows that both of these prices are arbitrary—dealer-made. The very gulf between the "regular" price and the special price suggests original and tremendous price-inflation.

But should a dealer advertise:—

> Quaker Puffed Wheat, regular 15c., special, 10c.,

then the consumer knows that a genuine reduction or bargain is offered.

Price-cutting as it Affects the Retailer

Let us look at price-cutting from the point of view of the retailer of an advertised, standardized, identified commodity—say, Ingersoll Dollar Watch.

This watch is admittedly excellent value and is in great demand. Suppose that some big store in a populous community cuts the price to 79 cents, and advertises this price extensively. The instant local effect will be that smaller dealers—

Will have to meet the cut price;

Or struggle to maintain the regular price;

Or quit selling the Ingersoll watch.

If they meet the cut price they will be selling at a clear loss. If they struggle to maintain the regular price, this in the face of the known fact that the watch can be obtained elsewhere for 79 cents, they run the risk of losing a customer permanently, and they are under the necessity of putting energy and time into the sales process, to overcome the buyer's resistance.

If they cease handling the Ingersoll Watch, their customers who ask for this watch are disappointed, and perhaps offended, affirming that the dealer is a "back number." In any case, the small dealer suffers.

There are two points to be noted in connection with the above illustration: one is that it takes a minimum of time and energy on the part of the dealer or his staff to sell a widely-advertised, standardized, identified article whose price is maintained universally, for it is already fully sold in a very real sense to the customer; the other is that it is of advantage to the public to be able to get widely-advertised and desired goods everywhere — without the effort of search.

Also, there is an economic question involved in this illustration; it is in the public interest that the distribution of the merchandise of general consumption shall be widespread and in many hands rather than centralized in a few big stores. Also, it is far better for community growth and prosperity that there shall be many retailers of the commodities of common consumption rather than few retailers. What is wanted is not so much fewer retailers, but more efficient retailers.

Price-cutting Hurts the Manufacturer

In the Ingersoll Watch illustration, as above, is involved the manufacturer's interest. Is it a good thing for a manufacturer's product to be sold only by a few big dealers? or is it better from his point of view to have a multitude of small dealers distributing his merchandise? Perhaps the answer to this question is to be given by each individual manufacturer concerned. Some manufacturers openly declare that they prefer to have the big distributors—the department stores and big local retailers—as customers rather than multitudes of little shops. They say that their selling expense is greatly reduced when they sell to a few big distributors. This is admitted because it is obvious. But, generally speaking, the makers who prefer to sell to a few big distributors are making unidentified merchandise, and, therefore, unadvertised, merchandise—that is, nationally advertised merchandise. As for the makers of nationally advertised merchandise, they, as a rule, seek and desire the greatest possible number of distributors, because thus are maximum sales achieved.

Coming back to the Ingersoll Watch case; if the distribution were confined to a few big stores, the total sales would of a certainty be less than if 10,000 dealers in Canada were selling this watch. As a matter of fact, the Ingersoll Dollar Watch is sold by 100,000 dealers on this continent, and it is an inevitable conclusion to draw that it is this very fact of widespread distribution, joined to extensive and long-maintained advertising, that has built up the vast business of the makers of this watch.

Go one more step in the consideration of this case: suppose that the distribution of the Ingersoll Watch fell into the hands of a few big dealers—the result of price-cutting, there would probably be an eventual inclination to subordinate this line, and perhaps an elimination of it altogether; this for two plain reasons: When they had secured a practical monopoly of sale, the advertising and trade-attracting value of the line offered at a cut price would cease, for there would be no trade-diversion; also, the very fact that the watch was being sold at a cut, and presumably non-profit-yielding price, the desire to sell it would decline to the disappearing point; at which time the Ingersoll Watch makers would be without a business.

The economic fact is that cutting the price of a standardized, identified and nationally advertised commodity, while it may temporarily speed up local and individual demand, tends to reduce distribution; and this in turn leads to reduced consumption; and this in turn leads to the practical ruin of a business, and to the wiping out of the value of the trade-mark built up by years of sedulous effort and extensive advertising.

One asks, therefore: Is price-cutting, in its consequences, good for retailers, manufacturers and consumers? For let it be remembered that consumers are related directly or indirectly to manufacturing prosperity.

Competition of the unfair kind — the competition developed and fostered by price-cutting—is unhealthy, baneful and ruinous.

Price-cutting and the Consumer

In the last analysis it is the consumer's interest that must be considered in arriving at an answer to the question: Is the principle of price maintenance—the right of the manufacturer to fix and enforce the re-sale price of his goods—good for the consumer, and desired by the consumer?

Some contend that price maintenance raises the cost of living; that it is an effort to obtain higher than fair or reasonable prices from the consumer; that it is an expedient to enrich the manufacturer. But those who argue thus have not, as a rule, given the whole broad matter any serious, deep, wide and prolonged consideration. Their judgments and conclusions, as a rule, are of the "snap" variety, superficial and feathery. These good people, who may be very honest, see in price maintenance a foe to open competition, and a studied, calculated effort to enhance the final price—the price to be paid by the consumer.

What Happens When Re-sale Prices Are Too High

It is to be admitted, frankly, that in regard to certain specific articles or products of the identified, standardizel kind, the consumer price is excessively high—altogether out of relation to the cost of production. But the articles of this nature are, as a general thing, patented, and so are monopolies.

A well-known article, selling retail at $5, is a much-quoted example of a standardized, identified product in which the re-sale price is many times its production price. Yet in spite of this fact and knowledge, the article

continues to be the most largely consumed of its class. There is no compulsion of the public to make them buy this particular article; it is bought out of free-will, and this in face of the fact that other articles of the same type can be purchased at from 25c up. Incidentally, it may be stated, as a reply to the argument that price maintenance reduces competition, that since this article was put on the market, at least 40 others of the same general type have appeared; and they have appeared because of the very high price of the original product; which means that any maker who puts a high re-sale price on his product, away above the costs of production and selling; and who, by advertising, creates a great demand for his product and type of product, merely invites competition instead of suppresses it.

Here it may be remarked that the majority of price-fixed, price-enforced, standardized, identified and advertised goods are more or less luxuries; that is they can be done without or replaced with something very much cheaper. So that price-maintenance, even if it does mean an unreasonably high consumer's price, does not necessarily work any injury to the individual consumer; he or she may always refuse to buy, or may choose some cheaper substitute or equivalent. If consumers elect of their own free-will to buy the high-priced trade-marked and advertised article, when they are free and able to buy a cheaper, even if less satisfactory and acceptable, substitute article, is the blame for the seeming extravagance to be charged up to the manufacturer, or to the retailer? The higher cost of living is not to be charged to the makers of advertised, standardized, identified articles of food, dress, convenience, indulgence or luxury; but to the freely-exercised will of the people who choose to buy the highest-priced goods, and to the inexorable laws of supply and demand. Yet there are those who argue that if the right to fix and enforce re-sale prices be taken away from manufacturers, be refused them, or taken from them, the cost of living will fall. It is rather muddy argument and not at all convincing. Probably what the foes of the price-maintenance principle have in mind is combines of makers or producers to corner and control the price of commodities, and they confuse this with the admitted freedom of a maker of an article of which he has no monopoly to sell to the dealer at any price he likes.

The Maker's Right to Fix the Dealer-Price

Please note this carefully: it is granted by the foes of price maintenance that the manufacturer may fix the price to the dealer at what he wills, but they deny him the equal privilege or right to take a further step and fix the re-sale price—the price the consumer must pay; they leave this re-sale price to the dealer to fix, knowing full well that if the dealer has liberty to fix the price to consumers, he will exact more from them, if competition permits him to do so, than will be required of them if the maker fixes the re-sale price!

As proof of this point, it suffices to say that retailers complain that the makers of advertised, standardized, identified, price-fixed goods rarely or never allow them a sufficient profit; which means that they fix the re-sale price **too low!** So one asks again—Is it a bad thing for consumers to allow the manufacturer to fix and enforce the re-sale price?

The Knowles Bill Ill-considered

The bill proposed by Mr. Knowles would appear to be an ill-considered one. To make it achieve the ends it aims at, he ought to make provision in it for a limitation of the manufacturer in fixing the price to the dealer—this first of all. Then having fixed this, the fixed re-sale price—to the consumer—can safely be left to the manufacturer and dealer to settle.

If, however, the law of the land shall undertake to meddle with a manufacturer's production and selling costs, the new state of things will be worse than that which now obtains. Costs of raw materials, labor, manufacturing, overhead, distribution, merchandising and advertising, will all have to come under regulation; and what manufacturer will stand for such a supervision and interference with his business?

Department Store Influences

The pronounced foes of price maintenance are not the retailers or the consumers—this is said advisedly, but the department stores. They delight to sell nationally advertised goods of standard quality with a knife in their hands. To cut the price of nationally advertised and standardized goods, either as a trade magnet or as an expedient to kill off altogether the competition of nationally advertised goods on which the consumer price is known, is their pleasure and bait.

Department stores are notoriously unfriendly to nationally advertised and branded goods, and, as a rule, handle them to the smallest possible extent. They prefer to sell their own private brands on which larger profits can be secured. The fact is that the big department stores are themselves becoming manufacturers on a very large scale—and this quite legitimately. Some large Canadian department stores, for example, in Canada own or control many factories; and to the extent that they make and sell their private brands, to this extent do they compete with and defeat the efforts of those other manufacturers who make standardized, identified goods and who employ newspaper and magazine and trade press publicity to create and maintain demand for their products.

The Need of Informed Opinion

Enough has been said now to enable business men to see that price maintenance is a subject of some magnitude and some importance; and that their direct interests are involved in the bill proposed by Mr. Knowles. It is hoped that the press of Canada may become aroused, and may assist in arousing others, to investigate thoroughly the big question of price maintenance. Also it is hoped that when the Knowles bill does come up for consideration it will be halted in its progress to permit of its complete examination by committee, and before which committee can and will appear all those with considered views to express, either pro or con.

CANADIAN GROCER, asks no man who reads this challenge to attention to agree or disagree too quickly with the views and propositions herein presented. Each reader, and, in particular, everyone who has power and purpose to shape opinion, should ponder the matters herein set forth and stressed, in order to get down to rock foundation. Then, having well-set views and knowledge, one will be able to inform and persuade others—with gain to himself and them.

PORK EXPORTS HINDERED

It is expected the fixing of maximum prices for the sale of bacon and butter by Great Britain will hinder the free export trade from Canada to the United Kingdom. The maximum price for Canadian bacon in the Old Land is 135 shillings per 100 pounds, and, in addition, freight rates have been greatly increased. The result of this situation is that the price of hogs is declining on the market, and a general reduction in the price of all pork products is looked for.

ATLANTIC SUGAR REFINERIES CHANGE MANAGEMENT

A change of management in Atlantic Sugar Refineries, Ltd., of St. John and Montreal, occurs on April 1. L. R. Wilson, who has been treasurer since its organization and general manager for last year, has resigned. He will be succeeded by F. G. O'Grady, of Montreal. The company has just received from the British Sugar Commission, orders for 5,000 tons of sugar, and plant is running at full capacity, day and night.

Work is to commence immediately on the additions to the Robin Hood Mills of Moose Jaw, Sask., to increase the production to 3,000 barrels per day.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Maritime Provinces

The daylight saving plan goes into effect in St. John on April 29, and will continue until September 2.

St. John's, Newfoundland, reports that the serious question of salt has been relieved by the bringing to that port of 15,000 tons with which the vessels sailing to European markets will load on returning home.

Weir owners on the southern coast of New Brunswick, from St. John to the Maine border line, at a meeting held in St. George recently, fixed $10 as the minimum at which the members would sell sardine herrings this year.

Preliminary steps for the purchase of large quantities of Newfoundland fish have been taken for the use of the Entente Allies. The French Government have ordered 50,000 barrels of herring and made a similar demand for cod. Many new fishing smacks are being completed to facilitate the season's work. The French order will absorb one-third of the total annual catch of these fish in the waters of the island.

Quebec

N. H. Laplante, of Montreal, has sold out.

Jos. O. Lemay, of Quebec, has assigned.

Allard & Company, grocers of Montreal, have assigned.

J. H. Debelois, of Joliette, Quebec, was a business visitor to Montreal this week.

H. D. Marshal, Broker, Ottawa, was expected this week in Montreal on a business visit.

F. W. Wallace, Secretary of the Canadian Fisheries Association, is visiting the Maritime Provinces this week.

F. E. Payson, of the Goletas Fish Co., Ltd., Vancouver, B.C., is expected on a business visit to Montreal in April.

J. P. Whitney formerly of the Robinhood Mills, Ltd., offices at St. John, N.B., has been transferred to the Montreal offices of the firm.

E. A. Stone of Knowlton, Quebec, spent a business day or so in Montreal last week, and visited many acquaintances in the wholesale district.

Incorporation has been granted De Pierre, Limited, with a capital of $48,000, to carry on a cocoa, chocolate and confectionery trade at Montreal.

S. G. Wilson and R. G. Evans, of the Toronto sales force of the Cowan Cocoa and Chocolate Co., were visitors in Montreal during the past week-end.

T. Johnson, manager of the Canadian Fish & Cold Storage Co., Prince Rupert, B.C., is expected in Montreal in the beginning of April on a business visit.

Fire which broke out in the basement of the Ingersoll Packing Company, Montreal, damaged adjoining buildings to the extent of $200,000.

P. Kearney, of Kearney Bros., tea merchants, Montreal, is steadily improving in health, and is now much more frequently in attendance at his offices down town.

B. S. Sharing, local manager of the Lake of the Woods Milling Co., is leaving this week with Mrs. Sharing for Atlantic City where he will spend a few weeks' vacation.

W. H. Halford, manager for the Furuya Nishimura Tea Importing Co., Montreal, is at present on business in the Province of Manitoba. He will return about the end of the month.

Alterations and rearrangement of equipment to accommodate growing business are being made this week in the offices of the Joseph Ward Co., wholesale grocers, Youville Square, Montreal.

H. P. Briggs, formerly of the Montreal office of H. D. Marshall Broker, where he assisted J. L. Freeman the local manager, is now making good in the management of Mr. Marshall's offices at Halifax.

H. R. Lipman of San Francisco, representing Rosenberg Bros. & Co., dried fruit packers of California, paid his annual visit to Montreal this week. While in the city he made his headquarters with C. B. Hart Broker, the firms local representative.

Comment in a United States paper recently to the effect that there are only two women buyers of spices in the world of commerce at present, and that one of them is in San Francisco, points interest in Montreal to the fact that the other woman spice buyer is in Montreal. Miss M. McGuigan, of Kearney Bros., is the lady.

John Brine McLea one of the well known merchants of Montreal's wholesale business circle, having been in the grain, oil, and Newfoundland imported goods business for over fifty years, passed away last Saturday night aged 82 years. He was actively in business up till almost the day of his death. Deceased was a son of the late Hon. Kenneth McLea and a member of the firm of J. & R. McLea.

A business visitor to Montreal this week was Mr. Joseph, Ostiguy, general merchant of Adamsville, Quebec. Mr. Ostiguy who is in close touch with the maple industry in his county, reports that tapping has begun, but that unsatisfactory conditions as to snow in the sugar bushes make the production difficult this year. The weather has not been satisfactory at least at the outset of the maple season, and the flow of sape was not abundant owing to the conditions of temperature. With good weather, however, production in the Adamsville district should be up to the average of past years, providing there is "sugar weather."

Meeting in Toronto last week the members of the Produce Men's Association interested in export business decided to send a deputation to Ottawa to approach the Minister of Trade and Commerce on the subject of securing preference for Canadian Produce Exports in the available steamer space not required by the British Admiralty. Four delegates from Montreal went to Ottawa this week to meet the Western and other delegates composing the deputation. The Montreal men were R. Gray, of the White Packing Co.; C. M. Thacker, of the Wm. Davies Co.; H. R. Gray, of Gunn, Langlois Co., and John Wilson, of Matthews, Ltd., Secretary of the Produce Men's Association. There is a desire on the part of the Canadian men to make sure that United States produce is not shipped to the exclusion of Canadian produce through purchase of U.S. goods for export by agents here.

Ontario

Archibald Greer, of Greer Brothers, Lyn, Ont., is dead.

E. S. Merritt, of Toronto, has sold out to Fanny Jessell.

W. B. Strachan, grocer, of Huntsville, is giving up business.

Wm. Cockburn, of Toronto, has sold out to W. J. McCalden.

R. Knuth & Co., of Golden Lake, has been succeeded by Wm. Lisk.

Chas. W. Smith, of Clear Creek, has sold out to Pierce & Pierce.

George Baldwin, for many years proprietor of the Aurora Flour Mill, is dead in his 80th year.

A meeting of the creditors of MacNamara Co., Ltd., of Chapleau, has been called for April 4th.

John W. Shaw, well-known merchant

of Marmora, Ont., and life-long resident of the town, is dead.

A large mill at Bothwell, the property of John Clarke, was totally destroyed by fire with a loss of $15,000.

The Macaroni Factory on the outskirts of North Bay, was burned to the ground with a loss of $15,000.

J. J. McEwen's grocery store at Goderich, suffered slightly from fire caused by the burning of rubbish in the back yard.

The flour and feed warehouse of A. W. Pierce, at Aylmer, was damaged by fire to the extent of $40,000, partly covered by insurance.

Smart Bros., Limited, have been incorporated at Collingwood, with a capital at $100,000, to carry on a wholesale and retail trade in farm products.

The Community Grocery, with five branch stores, has opened in Welland.

Mr. and Mrs. Thos. Sherwood, of Fergus, celebrated their golden wedding recently. Mr. Sherwood has been in the grocery business for thirty years.

Thos. Shaw was laid up for two weeks with a bad leg, which he received in a curling match in Detroit. Two stones came together and one glanced off and hit Mr. Shaw on the leg. Tom is still limping.

Western Provinces

D. Graf, of Westerham, Sask., was burned out.

Bruser & Golosoff, of Neville, Sask., have dissolved.

A. Irish, of Grand Vital, Sask., has sold to T. Millard.

R. T. Galbraith, of Maryfield, Sask., has discontinued.

Mrs. E. M. Glover, Calgary, has discontinued business.

W. A. Wickware, of Hough Bros. & Wickware, Ltd., is dead.

Great Northern Supply Co., of Hafford, Sask., is sold out.

Chas. Williams, of Badger, Man., has sold out to T. J. Drake.

A. Sawatsky, Rosenort, Sask., has been succeeded by P. J. Kehler.

Levine, Ltd., of Medicine Hat, have removed to Hatton, Sask.

H. F. Horning, of Stone, Sask., is negotiating sale to J. Feruquist.

T. B. McKinney, of Springwater, Sask., has sold to Johnson Bros.

L. P. Craig, of Swan River, Sask., has been succeeded by Wm. Lennen.

R. Diamond, of Riding Mountain, Man., is removing to Ochre River.

J. M. Brachman & Son, of Ethelbert, Man., have sold to N. Kologie Co.

H. Lucow, general store, has removed from Minnedosa, Man., to Erickson.

McCaig & Campbell, grocers, of Portage La Prairie, have suffered fire loss.

Gilbert Plains Creamery Co., of Gilbert Plains, Man., is succeeded by A. P. Davis.

Mrs. J. B. Graveline, of Letellier, Man., has sold to A. Doner & Co., Winnipeg.

Kalinchuk & Farina partnership at Ethelbert, Man., is dissolved, Geo. Kalinchuk continuing.

The Lummi Bay Packing Co. will erect two salmon canneries on Vancouver Island this spring at a cost of $100,000 each.

The Kenora Retail Marchants' Association are taking up the matter of changing the business of the town from a credit to a cash basis.

The flour mills of Friesen & Son, at Carman, Man., are a total loss from fire. Damage is estimated at $20,000, of which there is $13,000 insurance.

J. H. Arnett, connected with Thos. Lewis Arnett, Souris, Man., will take up residence in Regina on April 1, and will look after Saskatchewan sales for them.

New Brunswick

Fred R. Dearborn, president of Dearborn & Co., Ltd., grocers of St. John, is dead.

British Columbia

The Vantoria Canning Co., Ltd., has been incorporated with a capital of $20,000 at the City of Vancouver.

W. H. Edgett, Limited, has been incorporated with a capital of $10,000, to carry on a general grocery and merchandise business at Vancouver.

Nelson & Shakespeare, Limited is incorporated with a capital of $25,000, to carry on the wholesale and retail manufacture of foodstuffs in Vancouver.

"Chewing Gum" Manufacturers Dodge the Tariff

Chicle Gum for U.S. is First Imported for Refinement to Canada—Process of Manufacture from Mexico and the Honduras to the American Market.

AN interesting feature in connection with the "chewing gum" manufacturing industry in Canada and the United States, is the fact that the great bulk of the pure chicle is imported for refinement direct into Canada, where, after the refinement process, it is turned over to United States manufacturers for further purification before being placed on the market in the States. As may be quite evident, the reason for this roundabout way of handling the chicle is in order to evade the tariff regulations of the United States which placed a duty on such importations. The tariff regulations of Canada place no such restrictions upon the importation of this product, and though a slight duty is imposed on the refined chicle going into the United States, it is practically all refunded. Even though this latter duty were placed in full effect, it would still repay the manufacturer to handle the chicle in this manner, as the increased cost of bringing the product to Canada does not equal the duty levied by the United States.

Where the Chewing Gum Comes From

The chicle as it comes to Canada in its raw condition, chiefly from Mexico and the British Honduras, greatly resembles grapefruit in appearance and consists of small lumps like pebbles. The process of treating the chicle from the time it is drawn until it is ready for the manufacture into gum is not very extensive. The gum is obtained chiefly from the tree known as the Achras Sapota, harvested in Mexico, and is worked by the Maya Indians of Yucatan. The tapping process is very similar to that used in the drawing of the sap from our Canadian trees in the making of maple sugar, but the product is very dissimilar in appearance. The chicle gum as it is drawn from the tree through the protrusions made in the bark, consists of a thick milky sap, which when cooked becomes white in color. The average yield of gum is anywhere between six to eight pounds per tree, and the best quality gum is elastic and firm. Should the chicle be overcooked it turns to a reddish color, and some cases are known where the actual yield from the tree has been of a similar shade.

When the chicle arrives in this country, two refining processes are necessary before it is fit to market. The second process in the case of gum being shipped into the United States from Canada is done by the manufacturers in the States themselves. The purification process must not affect the flavor or plasticity or the weight of the gum but should remove from the crude chicle the sand, bark and vegetable matter.

The figures for the recent annual importations of chicle give some idea of the popularity of gum in the United States. In a recent period of twelve months no less than six million pounds of chicle for the manufacture of "chewing gum" was imported into the United States. These importations not alone included the product from Mexico and the Honduras, but quite a large proportion from South America, where the natives secure a great quantity of chicle gum from the bully tree, the naseberry and the sapodilla.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS IN BRIEF

TWO increases have taken place during the week which mean much to the grocery trade, namely, on sugar and flour. In the instance of the sugar the advance amounted to 40c per hundred and on flour 30c per barrel. The advance in sugar was occasioned through recent high prices which Canadian refiners were forced to pay for raw sugars. Flour on the other hand returned to the point recently reached in the face of a continued firmness and high price for wheat.

Provisions were firm during the week with advances recorded in a number of lines of cooked and smoked meats. Live hogs were quoted at higher prices than those generally prevailing last week. Eggs moved downward during the week, due to heavier production on Canadian farms. The Canadian market is now almost entirely independent of the American source of supply. With continued good weather prices are expected to decline still further. Lobster is another of the commodities in which a decline has been registered. This has been occasioned through the shutting off of the British market to the packers of the Maritime Provinces. New Zealand onions came into the Ontario market for the first time, owing to the scarcity of other onions, and are commanding a high price. Potatoes held steady in price, but there is a disposition towards easier prices.

The recent British embargo on exports has cut off supplies of many staple lines, which in the past have been steady sellers in this market. Packet teas are very firm in price. Importers of teas have been unable to get promise of teas for shipment from Colombo or Calcutta. Tea can be bought at these points, but growers cannot promise shipment owing to scarcity of tonnage. Trade generally is good. Spring lines, including housecleaning supplies and garden seeds, etc., are beginning to move freely.

QUEBEC MARKETS

MONTREAL, March 28.—Flour and sugar both firmer this week, and the tendencies towards further firmness also present are factors giving strength to the market for foodstuffs generally. In provisions, however, the easier tendency in eggs (though supplies are none too plentiful) keeps the market tone from being entirely on the firm note. Hog products are however, firmer, the price of live hogs and dressed having advanced. The scarcity of beans continues. Fish show a shade or two of easiness. Potatoes are a little easier. Amongst incidental advances mentioned this week, are peanut butter up 3 cents a pound to 22 and 27 cents, and lamp burners up 25 cents a dozen to $1.20 and $1.45 per dozen. Following is a list of goods banned from export from the British Isles, and which will be missed by the Canadian retail grocery markets: Arrow-root, Capers, cheese, curry powders, all kinds of fish, fish pastes, jams, jellies, marmalades, olives, pickles potato flour, ground rice, canned peas, sardines, and sauces. Some of these goods formerly imported from Britain are available in other forms from other sources, but the retail grocer as well as the wholesaler will note the absence of many familiar goods until the embargoes are lifted.

Sugar Advanced And May Advance Again

SUGAR.—From a condition of apparent restfulness with a big crop in sight sugar has of a sudden changed to a situation of extreme unrest with a strong advance achieved, and an advancing tendency. The base price for granulated advanced forty cents to $7.85 during the week, and at the time of writing the market was in firm tone for New York showed advances in granulated, and the word from Cuba is greatly less encouraging as to crop conditions and production. It would seem now that revision of crop estimates bring the production down to something like the level of last season. Raw Cubas were firmer at time of writing 4⅝ths being refused by the holders. That retailers must be fairly well supplied with sugar and ready to reap the benefit of the advance was the opinion prevalent in wholesale circles for refiners have been shipping heavily for some weeks past.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 85
Acadia Sugar Refinery, extra granulated	7 75
Wallaceburg sugar	7 75
Special icing, barrels	7 85
Yellow, No. 1	7 45
Powdered, barrels	7 95
Paris lumps, barrels	8 45
Crystal diamonds, barrels	8 45
Assorted tea cubes, boxes	8 45

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be bad in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Are Firming Up Again

Montreal

CANNED GOODS.—There is a growing tendency to firmness in canned goods at present, and demand is increasing also, while supplies are low in wholesale warehouses. One wholesaler voiced the opinion that there are perhaps 100,000 cases less than were in Montreal this time last year, and it is believed that prices for canned goods may soar before long. Corn which had a fleeting tendency towards easier conditions last week has gone back to firmness again. Some of the canned fruits are available at easier prices than were formerly quoted, but the main staple lines of canned goods are all trending towards firmer market conditions as the season advances towards time of new crop prospects. Much is expected of Canadian growers this season in the way of production for the canning industry, but their best efforts can hardly hold prices for the goods at present available at easy levels when new crop is so far distant.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
½ flats, cases 8 doz., per doz.	....	2 00
Cbums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Coboes, 1-lb. talls	....	2 50
Red Springs, 1-lb. talls	....	2 00
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canned Vegetables—		
Tomatoes, 3s	1 85	2 15
Peas, standards	1 25	1 50
Corn, 2s, doz.	1 60	1 75
Corn (on cob, gallon cans), doz.	....	8 50
Red raspberries, 2s	....	1 75
Red cherries, 2s	....	1 85
Strawberries, 2s	....	2 50
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	....	1 75
Apples (gallon)	3 25	3 50

Dried Fruit Outlook Is To Firmness

Montreal

DRIED FRUITS.—With demand for dried fruits still rather quiet and uneventful condition of market prevailing, the outlook in all dried fruit lines is still for firmness. The embargo on Greek currants remains as rigid as ever. Australian currants are declared to be a short crop, and not likely to reach the Canadian market in any large supply. Reports from California where the prune trees are in blossom are all towards considerable firmness for all Californian dried fruits this year. It is not possible to predict the prune crop's extent until the blossom is past though appearances are towards a big crop, but even with a big crop under existing conditions of market high prices are likely to prevail. Only a serious restriction of export facilities would tend to keep prune prices lower this season than the opening prices (made on speculative estimates) would indicate as probable range, and the tendency even acting upon open-prices is firm since the opening prices advanced by a cent and a quarter soon after having been announced. The growers are in a strong position and likely to hold for high prices even against adverse marketing conditions should these arise in the way of export restrictions and consequent curtailment of market. Raisins promise a crop equal to the average yearly expectations, that is something betwen 100,000 and 150,000 tons, and high prices are looked for in this line also though it may be that prices of Californian raisins will not develop advances in proportion to the advanced prices of some other commodities. Dried apricots show the same general tendency as to prices. A crop only the size of last year's would mean prices f.o.b. coast of from 15 to 16 cents a pound. A large crop would probably mean from 12 to 13 cents. Crop predictions are not yet available. The Coast prices would have to be augmented by heavy duty, and the cost of transportation plus jobber's commissions, but the indication of tendency at present may be noted.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	0 11½	0 12½
Apples, choice winter, 50-lb. boxes	0 11½	0 12½
Apricots (old crop)	0 18	0 19
Slabs	....	0 19
Choice, 25's, faced, new crop	....	0 22
Nectarines, choice	....	0 11¼
Peaches, choice	0 11½	0 13
Pears, choice	....	0 15
DRIED FRUITS.		
Candied Peels—		
Citron	....	0 27
Lemon	....	0 24
Orange	....	0 25
Currants—		
Filiatras, fine, loose, new	0 18	0 21
Filiatras, packages, new	0 20	0 22
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	0 12½
Fards, choicest	....	0 12½
Hallowee (loose)	....	0 11
Excelsior	....	0 10
Anchor	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Figs—		
Spanisb (new), mats, per mat	....	2 40
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13½
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12½
70 to 80, in 25-lb. boxes, faced	0 10½	0 11½
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Prunes—		
30 to 40	....	0 12½
40 to 50	....	0 12
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels (loose), 2 crown	..	0 10½
Muscatels, loose, 3-crown, lb.	....	0 11
Muscatels, 4-crown, lb.	....	0 11½
Cal. seedless, 16 oz.	0 12½	0 14
Fancy seeded, 16 oz. pkgs.	....	0 12½
Choice seeded, 16 oz. pkgs.	....	0 12
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11

Prices quoted on all lines of fruits are liable to be shaded for quantities according to the state of market.

Molasses Supply Slow; Maple Season Begins

Montreal

MOLASSES AND SYRUPS.—Supplies of molasses are just dribbling into market, but the driblets are sufficient so far to meet market requirements. Prices are very firm, and the usual big influx of these goods in May and June may possibly be curtailed a little this year owing to shortage of ships and ship-space. Prices are still as quoted last week, and demand is gradually increasing in the country. Corn syrups are still being supplied under the condition of practically open market according to delivery possibilities which are rather uncertain though the makers are doing daily miracles in getting the goods out to meet strong demand. No changes have been made in the prices as quoted, so far maple tapping has begun in Quebec Province, and reports are unfavorable so far as to weather for sugaring. There has been only a trifling flow of sap, but with more suitable weather this may alter. High prices are anticipated for the syrup, farmers expecting $1.25 per Imperial gallon as compared with the $1.00 to $1.05 of last year's opening.

	Prices for Fancy, Island of Montreal.	Choice,
Barbadoes Molasses—		
Puncheons	0 67	0 62
Barrels	0 70	0 64
Half barrels	0 72	0 67

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 45
5 lb. tins, 1 doz. in case, case	3 85
10 lb. tins, ½ doz. in case, case	3 75
20 lb. tins, ¼ doz. in case, case	3 70
Barrels, about 700 lbs.	0 04¾
Half barrels, about 350 lbs.	0 05
Quarter barrels, about 175 lbs.	0 05
2 gallon wooden pails, 25 lbs. each, per pail	1 75
3 gallon wooden pails, 38½ lbs. each, per pail	2 50
5 gallon wooden pails, 65 lbs. each, per pail	3 85
Lily White—	
2 lb. tins, 2 doz. in case, per case	3 95
5 lb. tins, 1 doz. in case, per case	4 35
10 lb. tins, ½ doz. in case, per case	4 25
20 lb. tins, ¼ doz. in case, per case	4 20

Pecans and Peanuts Both on the Rise

Montreal

NUTS.—Great firmness of market characterises the situation as regards nuts of all kinds at present, though there is no extraordinary demand present for these lines. Pecans (shelled) are being offered to the jobber at 67 cents a pound f.o.b. New York, which would bring them to about 75 cents a pound in Montreal or practically the same as the price to the retailer. They are very scarce, but demand is light at present. Peanuts are as firm as ever, and the market is learning more about the demand that has set in for the oil expressed from these familiar nuts, and which is responsible for their advanced prices. Cables from Europe this week mentioned that the shelled walnut supply there is about exhausted, and stocks are said to be low. This market also is very firm. Conditions as prevailing last week still maintain in respect to other nuts.

Almonds (Tara), per lb.	0 18	0 20
Almonds (shelled)	0 39	0 41
Brazil nuts (1916 crop), per lb.	0 20	0 23
Filberts (Sicily), per lb.	0 16	0 19
Hickory nuts (large and small), per lb.	....	0 09
Peanuts (coon), per lb.	0 10½	0 11
Peanuts (Jumbo), per lb.	0 13½	0 14½
Pecans (new Jumbo), per lb.	....	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	...	0 40
Pecans (shelled)	0 70	0 75
Walnuts (Grenoble)	....	0 18
Walnuts (shelled)	0 45	0 46
Walnuts (Marbot), in bags	0 13	0 16
Walnuts (California No. 1.	....	0 24

Quebec Farmers To Grow More Beans

Montreal

BEANS.—The pronounced scarcity of beans at present prevailing has inspired farmers in Quebec to Talk of seeding larger acreage this spring with beans, and the wholesale market of Montreal applauds the idea. Good Canadian beans are scarce as hen's teeth on the market now. A few cars of 7-lb. and 10-lb. pickers are believed to represent about the range of the market for Canadians. Hand-picked are off the market, also 1-lb. and 2-lb. pickers, and within a month or so 3-lb. pickers will be off the market also according to men in close touch with things. Rangoons at $7.50 to $7.75 are available more plentifully, and there have been offerings of red-colored beans which have been going slow as demand does not take to them quickly. One line of South American beans a light purple in color, not as big as marrowfats, but bigger than pea-beans is well spoken of as to flavor by wholesalers and may when it arrives in quantity prove able to create demand. Consignments of these are expected. Yellow eyes are very firm, as high as $7.75 per bushel to the jobber last week.

Beans—		
Canadian 3-lb. pickers, per bushel	8 10	8 40
Canadian 5-lb. pickers	7 50	8 10
Yellow Eyes	7 75	7 95
Lima, per lb.	....	0 16

Peas, white soup, per bushel	3 75	3 90
Peas, split, new crop, per bag 98 lbs.	6 75	7 00
Barley (pot), per bag 98 lbs.	5 00	5 75
Barley, pearl, per bag 98 lbs.	6 25	6 50

Tapioca Shades Up And Rice Is Firm

Montreal

RICE AND TAPIOCA.—Rice prices remain as previously quoted but with a great tendency to firmness in all lines, and good business demand prevailing meantime. There are further indications of possible advances in rice owing to the conditions affecting the market, but this is not definitely predicted during the present week. Tapioca is steadily going higher in price, and is very firm both in spot and primary markets. Supplies are by no means large and last week's price quotations are advanced half a cent in principal market sources though for larger supplies the lower figure might still be found available.

Rangoon rice, per 100 lbs.	4 55	4 60
"Texas" Carolina per 100 lbs.	....	7 40
Real Carolina, per 100 lbs.	8 15	8 65
Patna (fancy)	....	7 65
Patna (good)	4 65	6 65
Siam, No. 2	....	4 65
Siam (fancy)	....	5 90
Tapioca, per lb.	0 11½	0 12

Market For Cocoa Considered Firm

Montreal

COCOA.—Warmer weather is on the way, and with warmer weather comes the decline of consumption in cocoa as a beverage. The month of March has, however, shown so far no signs of reducing the usually expected records of cocoa consumption. In the experience of the trade the spring months as a rule produce good cocoa sales, but summer reduces the demand. There has been a firmness in the market for cocoa of late, but no changes are noted in prices to retailers. Importation of cocoa from Britain is not at all considerable now, but enough apparently, is coming through for trade needs in the British lines. No falling off in the demand for chocolate and the chocolate based confections is anticipated during the summer.

Cocoa—		
1 lb. tins, per doz.	....	4 60
½ lb. tins, per doz.	....	2 40
¼ lb. tins, per doz.	....	1 25
"10-cent" tins, per doz.	....	0 90
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 15	0 20

Still No Changes In Coffee Conditions

Montreal—

COFFEE.—Still the most placid commodity on earth, coffee continues unperturbed in market by even the near approach of actual hostilities on the part of the United States. The strength of the coffee market to-day consists in its power to maintain its absolute steadiness of tone at low levels of price when all other markets have been sky-rocketting. As contrasted with tea at present coffee in world market is like an idly dreaming giant, while tea is having a nightmare in which spectres of almost famine shortage stalk and gibber. No alterations fall to be recorded in coffee prices to the retailer this week, and no interesting primary market movements are mentioned.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Market For Tea Shows Firmer Trend

TEA.—The market for black teas is very much firmer now than it has been even in the past weeks of exceptional interest in tea. Merchants are expecting to hear of further advances almost at any moment. It is believed that the well known package teas may score another notch on the upward scale before long in spite of the best efforts of the big concerns to protect themselves, as far as possible, against the effects of the great law of supply and demand. The situation resolves itself into one of impending shortage in black teas, and much depends on the arrivals expected which are none too plentiful. There are possibilities also of non-delivery of tea imported via the United States in case of untoward war developments across the border. These anticipations make the market exceedingly firm, and (though retailers are busily buying without needing advice) the wholesalers of tea are pointing out the advantages of preparedness in this direction. Japan and China teas show firmness also in sympathy with blacks.

Pekoe Souohongs, per lb.	0 34	0 36
Pekoes, per lb.	0 38	0 41
Orange Pekoes	0 43	0 45

Peppers Are Firmer; Cloves Have Gone Up

Montreal

SPICES.—In the market for spices this week the same general factors of firmness apply as held good last week. Primary market conditions are not to be counted upon as at all normal, and spice prices in primary markets are often higher than the prices being asked in the nearer markets where stocks of certain commodities are still available. But this condition must sooner or later come to an end, and then all spice prices will be affected sharply by primary market conditions whatever they may be at the time. Peppers have begun at last to show the upward changes which have so long been deferred by the retarding influence upon rising prices of grinders having large stocks and willing to accept reasonable returns. Now Singapore black pepper has outstripped Penang White in primary. Cloves are also higher in price to retailers. Supplies are very slow in arrival from primary markets. Carraways are exceedingly scarce. Gingers are also very scarce now. Pimento and mace are in good demand. Nutmegs and Cassias are quieter. There is a slightly easier tendency as regards English Mustard, but so far only a tendency on the strength of better supply expected.

	5 and 10-lb. boxes.	pkgs. dozen.	¼-lb. tins 4lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 25	....—0 87	....—0 37
Cayenne pepper	....—0 28	....—....	....—0 30
Cloves	0 32—0 35	....—0 90	....—0 39
Cream tartar—50c to 55c.			
Ginger (pure)	....—0 20	....—....	....—....
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	0 30—0 35	....—1 15	....—0 40
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 45	....—0 80
Peppers, black	....—0 30	0 87—0 95	....—0 38
Peppers, white	....—0 37	1 17—1 22	....—0 40
Pastry spice	....—0 25	0 25—1 20	....—0 29
Pickling spice	....—0 25	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., hulk	2 00	2 50
Carraway, Dutch (nominal)	....	0 60
Cinnamon, China, lb.	0 18	0 25
Mustard seed, hulk	....	0 25
Celery seed, bulk	0 36	0 45
Shredded cocoanut, in pails	0 21	0 23
Cinnamon, per lh., 35c.		
Pimento, whole	....	12-15

Potatoes Are Easier; Head Lettuce High

Montreal

FRUIT AND VEGETABLES.—Potatoes are easier priced this week. The aspiring 'spud' has had to come down off his high horse, and get within reach of the average wealthy man's purse. Green Mountain potatoes are this week touching the quotion register at $3.00 Montreals are at from $2.50 to $2.75 per bag of eighty pounds. Boston Head lettuce has, however, accepted the price promotion which potatoes preferred not to retain, and is selling this week at as high as $4.00 per box of two dozen. Cabbage has advanced by fifty cents to $7.00 and is scarcer. Rhubarb beginning at easier prices and meeting prompt demand, is firmer in price at present, going to $1.50 per doz. A new United States washed celery is on the market at $1.50 a dozen, and is in demand. The root vegetables are still in steady and firm market without alteration in price since last week, and the fruits are in similar market with bananas, oranges, and grape fruit in good demand, and a better demand also for apples.

Bananas (fancy large), bunch	2 75	3 00
Oranges, Navels, per box	3 00	3 25
Oranges (Floridas)	3 00	5 00
Oranges (Calif.)	3 50..	4 75
Grape Fruit	2 75	3 00
Lemons	4 25	4 50

Apples—	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	8 00	....
Fameuse, per bbl.	7 00	....
Spies	9 00	6 00
Baldwins	5 50	5 00
Kings	5 50	5 00
Wagners	6 00	5 50
Russets	7 00	5 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	....	3 00
Celery (Florida), per crate	....	6 00
Celery (U.S. washed), doz.	....	1 50
Onions, red, per bag (75 lbs.)	6 00	6 50
Onions, Spanish, per crate	....	8 50
Onions, Spanish, ¼ crate	....	2 50
White onions, per bag (100 lbs.)	....	6 00

Potatoes, per bag (80 lbs.)	2 50	3 00
Potatoes (new) per bbl. (150 lbs.)	....	10 00
Potatoes (red)	2 50	2 75
Potatoes (sweet) hamper	....	3 50
Carrots, per bag	....	1 50
Beets, per bag	1 50	2 00
Parsnips	....	1 50
Turnips	1 00	1 25
Lettuce, Curly, per doz.	....	0 75
Lettuce, Romaine, doz.	....	1 00
Lettuce (Bostou), per box of 2 doz.	....	4 00
Tomatoes, hothouse, lb.	....	0 25
Tomatoes (Florida), per crate	5 00	6 00
Tomatoes (Cuban) crate	....	3 50
Horse Radish, per lb.	....	0 25
Cabbage (barrel)	....	7 00
Cabbage (new), New York, crate	....	8 50
Cabbage (new), per hamper	....	3 50
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket	....	9 00
Beans, U.S. green, basket	....	9 00
Leeks, per doz. bunches	....	3 00
Parsley, doz.	0 50	1 50
Mint, doz.	....	0 50
Watercress, doz.	....	0 50
Spinach, per bbl.	....	7 00
Spinach (Canadian), hamper	....	2 00
Do., per bbl.	....	7 00
Rhubarb, per doz.	....	1 50
Rhubarb (U.S.A.), per lb.	....	0 10
Eggplant, per doz.	....	3 00
Cauliflower, crate	....	4 25
Garlic (Venetian) lb.	....	0 12
Endive (Canadian), bunch	....	0 25

Slightly Easier Tone As To Fish

Montreal

FISH.—The situation as regards fish at present is that a good many more frozen fish are to be put away in cold storage than had been intended at the start of the season. Still the varieties of fish, so to be treated are of the best, and they will prove useful when scarcity occurs in the fresh lines. The lakes are not opened up as yet, and owing to stormy seas the production of fresh fish is as yet insignificant. For the next two weeks of Lent a good deal more frozen fish will go into consumption, and the fact that no pickled or salt fish are left in any considerable quantities will help the selling of frozen fish. Fish prices as a rule are rather easier this week, and prospects are for this condition for some little time. Some fresh halibut and salmon are expected for Good Friday's trade next week, and with Easter trade in view, more shell and bulk oysters, scallops, prawns, and shrimps will be used. Oyster trade both in shell and bulk is quiet, and with steady prices prevailing. Lobsters are down in price this week as compared with last week's quotations.

SMOKED FISH

Haddies	0 11	0 12
Haddies, fillet	0 15	0 16
Digby herring, per bundle of 5 boxes	....	1 00
Smoked boneless herring, 10-lb. box		1 40

SALTED AND PICKLED FISH

Herring (Labrador), per lb.	9 00
Salmon (Labradmor), per bbl.	20 00
Salmon (B. C. Red)	16 00
Sea Trout, red and pale per bbl.	15 00
Green Cod, No. 1, per bbl.	14 00
Mackerel, No. 1, per bbl.	21 00
Codfish (Skinless), (100-lb. box)	9 50
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box	1 80

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 50
Prawns, Imperial gal.	3 00
Shrimps, Imperial gal.	2 50
Scallops	3 00

FRESH FROZEN SEA FISH.

Halibut	15	—17
Haddock, fancy, express, lb.	08	—08½
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspe	18	—20

FRESH FROZEN LAKE FISH.

Pike, lb.	0 09	0 10
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	....	0 10
Dore	0 12	0 13
Smelts, No. 1	....	0 15
Smelts, No. 1 large	....	0 20
Oysters—		
Selected, gal.	....	2 00
Ordinary, gal.	....	1 50
Malpeque oysters (choice) per bbl.		13 00
Malpeque Shell Oysters (ordinary), bbl.		10 00
Cape Cod shell oysters, per bbl.	....	12 00
Clams (med.) per bbl.	....	8 00

FRESH FISH.

Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	....	0 08½
Carp	0 10	0 11
Halibut	0 19	0 20
Dore	0 15	0 16
Lake trout	0 16	0 17
Pike	0 11	0 12

ONTARIO MARKETS

TORONTO, March 28.—Among the chief items of note during the week have been the advances of 20c per hundred in sugar and 30c per barrel in flour. There have been declines during the week in eggs, as the production in Ontario is now mounting up at a rapid rate, and will soon be ahead of consumption. Commission men look forward to storing some eggs in the near future if the present rate of production keeps up. Canned lobsters are another line that has registered a decline. This has been caused through the operation of the British embargo. Live hogs and dressed hogs are higher in price, and advances have been recorded in a number of lines of meat products. The first car of New Zealand onions to reach this market was placed on the street by commission men. Dates are in firm market, and advances are probable, as importers' prices have been moved up, although wholesalers' prices have held steady during the week. Business in wholesale grocery circles has been gratifying to most wholesalers during the week.

Sugar Advances 40c; Market Very Strong

Toronto

SUGAR.—With an advance of 40c per hundred in the price of sugars during the week, there was a temporary outlet for some of the firmness in the refined sugar market. But even in the face of this advance Canadian refined sugar is still in a very strong position in sympathy with the New York market. Last week Canadian refiners were in the market for raws and purchases of upwards of 30,000 bags were made in the New York market at prices ranging from 4.36½c per pound to 4.47c per pound. When duty and freight were included in these figures it made the selling price previous to the advance low as compared with the usual differentials asked by Canadian refiners. Heavy purchasers of raws by Canadian refiners would seem to indicate that their stocks prior to the purchases were very light. Full duty raw sugars have been in brisk demand by the Canadian refiners, and the prices paid are considered very attractive from the standpoint of the sellers. The purchase of some 9,000 to 10,000 bags of San Domingo at 4.15-32c per pound was on a higher basis at that time of purchase on March 20 than the Cuban value. When CANADIAN GROCER went to press last week Cuban refined was selling on a basis of 4½c or 5.52c duty paid. By Tuesday of the present week Cubans had advanced to 4¾c per pound, or a basis of 5.88½c duty paid. Despatches from New York on that day stated that the Federal Company had advanced the price of their refined to 7.75c, and intimated that they would very shortly go to 8c. Arbuckle and Warner companies on the same day followed up to 7.75c. H. A. Himely has stated that in his opinion the Cuban crop will be less than 2,900,000 tons, which is less than the production of last year. The crops of Mauritius and Barbadoes are also expected to be short of the previous estimates given. There has been a good demand for Canadian refined in the face of the advancing market.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 94
Acadia Sugar Refinery, extra granulated	7 84
Dominion Sugar Refiniery, extra granulated	7 84
Yellow No. 1	7 54
Special icing, barrel	8 14
Powdered, barrels	8 04
Paris lumps, barrels	8 54
Assorted tea cubes, boxes	8 54

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated. Dark yellow is sold 20c below No. 1 yellow.

Shortening Has Advanced $1 Case

Toronto

SHORTENING.—Owing to the high prices that have prevailed for oils and fats of all kinds within recent weeks, manufacturers have been forced to increase the price of all compound lards. During the week Crisco has been advanced $1 per case, and is now selling at $8.70 per case. Pure lard is also at a high price, constituting a record in fact, at 24c to 24½c. With compound lard selling in bulk at 18c to 18¼c, authorities on the situation point out that the differential is too great, and that either pure lard will have to come down or compound will have to advance. With hogs selling at the present high prices, there seems small prospect that the pure product will come down.

Continued Strength In Molasses Market

Toronto

MOLASSES AND SYRUPS.—There was continued strength in the molasses market during the week, with indications of a continuation of firmness. Requirements of the British Government for molasses are heavy, and this is at all times a bullish feature in the market. With the coming of summer there is small likelihood that prices will be easier, as the difficulty attached to transporting molasses and the loss occasioned by leakage is usually a factor tending to firmness. Locally buyers have not been in the market for large quantities. Corn syrups held in firm market, although no advances were recorded. Manufacturers are now in a position to make little better deliveries and are getting caught up with orders. Cane syrups remain unchanged.

Corn Syrups—		
Barrels, per lb.	....	0 04¾
Cases, 2-lb. tins, 2 doz. in case	....	3 45
Cases, 5-lb. tins, 1 doz. in case	....	3 85
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	....	0 04½
Cases, 2-lb. tins, 2 doz. in case	....	4 80
Molasses—		
Fancy Barbadoes, gal.	....	0 75
West India, half barrels, gal.	0 42	0 44
West India, 10-gal. kegs	....	0 50
Tins, 2-lb., table grade, case 2 doz.	....	3 75
Tins, 2-lb., baking grade, case 2 doz.	....	2 75

Canned Lobsters Registered Decline

Toronto

CANNED GOODS.—Owing to the operation of the British embargo on canned lobster there was a movement toward lower levels. Opening prices on the Epicure brand, which two weeks ago were $2.75 per dozen for the half-pound tins, are now quoted at $2.50 to $2.60. Supplies of canned salmon are in narrow compass, and prices are holding firm, with the demand reported good. Canned corn is also in good demand, and prices are holding firm.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
Alaska reds, 1-lb., talls	2 75	3 00
Alaska pinks, 1-lb. talls	2 40	....
Chums, 1-lb. talls	1 40	1 45
Pinks, 1-lb. talls	1 65	1 80
Cohoes, ½-lb. tins	1 45	1 50
Cohoes, 1-lb. tins	2 50	2 60
Springs, 1-lb. talls	2 35	2 75
Lobsters, ½-lb., doz.	2 50	2 60
Canned Vegetables—		
Tomatoes, 2½s	2 15	2 25
Peas, standards	....	1 35
Peas, early June	....	1 45
Beans, golden wax, doz.	1 35	1 45
Asparagus tips, doz.	2 75	3 00
Corn, 2's, doz.	1 60	1 75
Pumpkins, 2½s	1 75	2 10
Red raspberries, 2s	....	2 65
Red cherries, 2s	....	2 45
Strawberries, 2s	....	2 50
Pineapple, Hawaiian, 2s, doz.	2 50	2 75

Hallowee Dates Are Higher From Importers

Toronto

DRIED FRUITS.—Two cars of dates arrived in the city last week. On Monday of this week the importers advanced the price of dates 1c per pound, which now makes the basis to the wholesale trade on a par with the price being paid by the retail trade. There is a firmness in the date market, which points to higher prices for the retail dealer. There was a continued firmness in the market for prunes. Reports from the West Coast state that the idea of an organization of prune growers is proceeding, with good prospects of being consummated. Apricots are high in price for importation, and would cost more for importers to bring in than they are selling to the retail trade at present. Raisins are in somewhat slow market at present, as fairly good stocks are being carried. Prices on American candied peel have not yet been announced, but are expected shortly.

Apples, evaporated, per lb.	0 13	0 13½
Apricots, choice, 25's, faced	0 19½	0 23
Candied Peels—		
Lemon	0 23	0 25
Orange	0 24	0 27
Citron	0 26	0 30
Currants—		
Filiatras, per lb.	0 20	0 22
Patras, per lb.	0 21	0 23
Cleaned, ½ cent more.		
Australians, lb.	....	0 22
Dates—		
Excelsior, packages, 3 doz. in case	....	3 25
Dromedary dates, 3 doz. in case	....	4 00
Hallowee, per lb.	....	0 11½
Figs—		
Taps, lb.	....	0 06½
Malagas, lb.	....	0 10
Prunes—		
30-40s, per lb., 25s, faced	0 13	0 13½
40-50s, per lb., 25s, faced	0 12	0 12½
50-60s, per lb., 25's, faced	0 12	....
60-70s, per lb., 25's, faced	0 11½	....
70-80s, per lb., 2s, faced	0 09½	0 11
80-90s, per lb., 25's, unfaced	0 11½	....
5-lb. tins	....	0 65
Peaches—		
Choice, 25-lb. boxes	....	0 12
Stds., 25-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 09½	0 10½
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 13½
Seedless, 16-oz. packets	0 15	0 16

Eastern and Western Tea Buyers in Market

Toronto

TEA.—There was considerable inquiry during the week from tea buyers in Winnipeg and Montreal of local tea merchants, but stocks locally are in narrow compass, and there was very little available to meet the demand from the East and the West. Toronto tea buyers, in some instances, have in the past been picking up stocks in Montreal where they were available. There is considerable tea changing hands locally, but stocks are light. It is reported that some tea has left Calcutta by direct shipment for Canada, but that as yet nothing has been sent on its way from Colombo. When any considerable quantities will move out from those markets headed for Canadian importers' warehouses remains a matter of conjecture. Prices locally held firm. In all probability there will be considerably higher prices before the present situation is relieved. Packet teas are in firm market, and an advance in these would not come as a surprise. Recent advices by cable from Calcutta to tea importers stated that they would sell tea for delivery only at Calcutta, and would, therefore, not quote on teas subject only to buyer paying export duty, Calcutta storage, insurance. Growers are unable to guarantee freight shipment to America.

	Per lb.	
Pekoe Souchongs	0 38	0 40
Pekoes	0 40	0 43
Orange Pekoes	0 42	0 46
Broken Pekoes	0 44	0 48
Broken Orange Pekoes	0 45	0 50

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movements.

Brazil Nuts Down; Peanuts Are Firm

Toronto

NUTS.—There was an easier feeling in the market for Brazil nuts during the week, when there was a decline in the primary market of ½c per pound, and local importers were quoting lower during the week. Peanuts, on the other hand, are in firm position, with an advance of ¼c per pound in Virginia on No. 1 Spanish. There are predictions by nut dealers in New York that this grade will be fully 2c per pound higher in the near future. Shelled walnuts and almonds are in firm market owing to the fact that shippers in the producing countries are demanding higher prices. In the market in New York stocks are within narrow compass. The recent sinking of the S.S. Casquie by a submarine with a shipment of nuts on board gave a stimulus to firmness. Locally the stocks of shelled nuts are light, as evidenced by the fact that there has been trading between brokers.

In the Shell—		
Almonds, Tarragonas, lb.	0 20	0 21
Walnuts, Bordeaux	0 18	0 19
Walnuts, Grenobles, lb.	0 18	0 19
Filberts, lb.	0 18	0 20
Pecans, lb.	0 17	0 19
Peanuts, lb.	0 12½	0 14
Brazil nuts, lb.	....	0 15
Cocoanuts, per sack 100	....	6 00
Shelled—		
Almonds, lb.	0 42	0 48
Walnuts, lb.	0 48	0 50
Walnuts, California	0 26	0 33
Peanuts, lb.	....	0 14
Brazil nuts, lb.	0 70	0 75
Pecans, lb.	....	0 85

Rice Continues To Move Very Freely

Toronto

RICE AND TAPIOCA.—Wholesalers report a continuation of an active movement in rice, and prices have held steady during the week. In the United States there has been a good demand for this commodity, with considerable going into the export trade. Wholesalers are expected to be in the market for fresh supplies in that country, which may tend to make for further firmness in the Southern rice market. The rice growers of the South are stated to be loosening up in some instances and letting go their stocks. The demand for tapioca continues good, with quite a wide range of prices, running from 11c to 12½c. There are fairly heavy bookings of tapioca due

to arrive, which were bought at reasonable prices, and these may have a steadying effect in the market.

Texas, fancy, per 100 lbs.	6 50	8 50
Siam, fancy, per 100 lbs.	6 50	7 00
Siam, second, per 100 lbs.	5 00	5 75
Japans, fancy, per 100 lbs.	6 50	7 00
Japans, second, per 100 lbs.	5 50	6 25
Chinese, per 100 lbs.	5 50	6 00
Tapioca, per lb.	0 11½	0 12½

Ontario Bean Stocks Are Getting Very Low

Toronto

BEANS.—Ontario beans are daily becoming within narrow compass. There are a few quantities being held by farmers in certain sections, but stocks are pretty generally cleaned up. Stocks in wholesalers' hands are light. There is a good demand reported for lima beans in certain quarters, and prices are ruling high. Stocks of California black-eyed beans are about cleaned out of this market, some that are still left being quoted at $4.80 per bushel.

Ontario, 1-lb. to 2-lb. pickers, busb	7 00	7 50
Rangoon, per bushel	6 25	7 00
Black eyes, California, busbel	....	4 80
Yellow eyes, busbel	....	7 20
Limas, per pound	0 12	0 15

One Brand Cornflakes Has Been Moved Up

Toronto

PACKAGES. — Krinkle cornflakes were moved to higher levels during the week, now being quoted at $2.60 per case as compared with $2.45 formerly. Announcement has been made by the Quaker Oats Company that they will build a new and larger plant at Peterborough than the one recently built. This company will then have five mills at different points in Canada, and are looking forward to developing the export trade in cereals in the future. The company expects to have their unit for the manufacture of puffed wheat and puffed rice in operation in the near future.

Cornflakes, per case	2 50	2 95
Rolled oats, round, family size, case	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 40	1 80
Rolled oats, square case	4 00	4 50
Sbredded wbeat, case	....	3 60
Cornstarcb, No. 1, pound cartons	....	0 08½
No. 2, pound cartons	....	0 07½
Starcb, 6-lb. packages, per lb.	0 07	0 10
In 1-lb. cartons	....	0 08½

Fish Demand For Lenten Season Good

Toronto

FISH AND OYSTERS.—Wholesalers report the demand for fish during the Lenten season has been very good this year. The demand for fish from all quarters seems to be improving with the high prices now being asked for fresh meats of all kinds. Whitefish from Northern Alberta are now reaching the market in fairly good quantities. Haddie fillets are slightly easier in price, being quoted at 16c to 17c, as compared with 17c to 18c previously. Cohoe salmon is also slightly easier, being quoted at 13½c to 14c per pound. Demand for oysters is falling owing to the approach of warm weather.

SMOKED FISH.		
Ciscoes, per lb.	....	0 15
Haddies, per lb., new cured	....	0 12½
Haddies, fillets, per lb.	0 16	0 17
Kippered herring, per box	1 60	2 00
Digby berring, bundle of five boxes	1 10	1 25
Smoked boneless herring, 10-lb. box	....	1 50
Strip cod, 30-lb. boxes	....	4 50
PICKLED AND DRIED FISH.		
Skinless cod, 50-lb. boxes	....	4 50
Acadia cod, 20 1-lb. blocks	....	2 60
Salt mackerel, kits	....	2 60
Salt cod, lb.	....	0 08½
Quail on toast, lb.	....	0 10
Sbredded cod, 24 cartons	....	1 80
FRESH SEA FISH.		
Crabs, per dozen	....	1 75
Halibut, frozen	0 17	0 17½
Chicken halibut, per lb.	0 15	0 15½
Qualla salmon (pink), frozen	0 10	0 10½
Cohoe salmon (red), frozen	0 13½	0 14
Haddock, fancy, express, lb.	....	0 09
Steak cod, fancy, express, lb.	....	0 11
Flounders, lb., frozen	....	0 06
FRESH LAKE FISH.		
Piks, lb.	0 08	0 08½
Whitefisb, lb., frozen	0 13	0 13½
Goldeyes, lb.	0 07	0 08
Herrings, frozen	....	0 06
Tullibees, lb.	0 09	0 09½
Yellow pickerel	0 12	0 13
Smelts, No. 1	....	0 12½
Oysters—		
Standards, gal.	2 00	2 30
Selects, gal.	2 50	2 65
Shell, per barrel	....	8 50
Sbrimps—		
Wine gallon cans	....	1 40
No. 2	....	2 70
No. 3	....	5 20

Bananas Are Easier; Oranges Quoted Up

Toronto

FRUIT.—Bananas were slightly easier in price owing to the fact that shipments came into this market a little more freely during the week. They are quoted at $2 to $3 per bunch, as compared with $2.25 to $3.50 last week. California navel oranges are slightly higher, being quoted from $3.25 per case up to $4, as compared with the quotation last week of $3 to $4 per case. Florida oranges held steady in price during the week. Florida grapefruit is quoted as high as $5 per case. Porto Rican pineapples are quoted at $5 per case, while Cuban pineapples are quoted at $4.25 to $5 per case. Rhubarb per dozen bunches is quoted firm at $1.25. Strawberries were inclined to be easier in price, the range being from 60c to 65c. Shipments of fruit were inclined to be slow during the week.

Apples—		
Baldwins, No. 1 N.S., bbl.	....	6 00
Baldwins, No. 1 Ontario	....	6 00
Ben Davis, No. 1	....	5 00
Ben Davis, No. 3	3 50	4 00
Boxes, American	2 50	3 00
Bauanas, bunch	2 00	3 00
Cranberries, bbl.	9 50	10 00
Boxes, 28-qt.	3 25	3 50
Oranges—		
Cal. Navels	3 25	4 00
Floridas, case	4 25	4 50
Grapes—		
Spanisb Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	4 00	5 00
Grapefruit, Cuban	3 50	5 00
Lemons, Cal., case	....	4 25
Messinas, case	3 75	4 00
Grapefruit, Florida, case	4 00	5 00
Pineapples, Porto Rican	....	5 00
Cuban, case	4 25	5 00
Rbubarb, doz. bunches	....	1 25
Strawberries, 1-qt.	0 60	0 65

New Zealand Onions Arrived in Market

Toronto

VEGETABLES.—The first shipment of New Zealand yellow onions to reach this market was placed by commission men during the week. These onions are put up in 100-lb. crates, 97 pounds net, and are being sold at $10 per crate. Beets showed an inclination to sag to lower levels during the week, being quoted 50c per bag under last week by some wholesalers. The range of prices in these vegetables is now $1.75 to $2.25 per bag. New cabbage in case was out of the market during the week, but in the hampers it is quoted 25c higher at $4. Potatoes held in a fairly steady market, with a disposition towards lower prices. Turnips are quoted at 85c to 90c per bag, which represents a decline of 10c to 25c per bag.

Beets, bag	1 75	2 25
Brussel sprouts, imported, quart	....	0 15
Cucumbers, hothouse, doz.	....	3 00
Cabbage, hampers	....	4 00
Cauliflower, Cal., 18 to 24 in box	....	4 50
Carrots, bag	....	2 25
New, dozen bunches	....	1 00
Celery, Florida. half case	5 00	5 50
Eggplant, eacb	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
California bead lettuce, case	3 50	5 00
Mushrooms, 4 lbs.	2 75	3 00
Onions—		
Spanish, crate, 120 lbs.	....	10 00
New Zealand, 100-lb. crate	....	10 00
Ontario onions, 75-lb. sack, yellow	8 50	9 00
Ontario onions, 75-lb. sack, red	....	8 50
Green, per bunch	....	0 75
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	3 25	3 50
Sweet Jerseys, bamper	....	3 00
Western, 90-lb. sack	3 00	....
Ontario, 90-lb. sack	3 00	3 25
Parsnips, bag	2 50	....
Spinach, busbel bamper	....	3 25
Green peppers, doz.	....	1 00
Tomatoes, Florida, 6-basket carriers	6 00	6 50
Parsley, 11-qt.	....	0 75
Watercress, doz.	....	0 30
Turnips, bag	0 85	0 90

MANITOBA MARKETS

WINNIPEG, March 28. — The roads have been very bad in the country, which has interfered with retail trade greatly. Business however, with brokers and jobbers is brisk. Sugar jumped 20c last week-end, Crisco went up $1.00 per case.

Miscellaneous Changes

E. B. Eddy Co., announce a change which will enable the dealers to buy matches on a new basis. It has been their custom to give 5 per cent. on 5 case lots of Silent 200's or Silents 500's; now they have extended this so as to include Pony Silent. Bird's custard powder is being offered here as follows: custard powder in packages is quoted $1.65 per dozen, and in lever tins $3.75 per dozen. Several wholesale firms have been fortunate in getting delivery of this from England before the embargo went into effect. It may be difficult for retailers to secure deliveries at a later date.

Regarding the marked advance in the price of cheese, a wholesaler points out that such high prices are being asked for fodder cheese, that it was only natural that the price of September cheese should go up in the same proportion. A local wholesale merchant draws attention to the fact that before long marma-

lade will be scarce and higher in price. He goes on to state as follows:—"As is well known to the trade, practically all standard brands of marmalade are manufactured from imported Seville oranges, or are imported here from Britain after the marmalade has been manufactured there. It is stated that Great Britain is now very short of oranges, and has not more than half the usual supply. Owing to delays in deliveries and the fact that several best loads of oranges were sunk by submarines, and the great waste in overly matured fruit, it is anticipated that higher marmalade prices may be the rule within a short time."

Sugar Up 20 Cents Following Advance Raws

Winnipeg

SUGAR.—On Saturday last there was an advance of 20c per 100 lbs. at all points. Prior to the advance raws firmed up considerably, but few at the trade expected such a big advance in refined. It was thought the market would go up ten cents as a result of raws being firmer, but 26c came as a surprise. Buying was stimulated.

Demand For Cane Syrup; Corn Still Very Firm

Winnipeg

SYRUPS.—The corn market has been very firm, but the predicted advance in corn syrup and starch has not taken place yet. Representatives of sugar refineries report a bigger demand for cane syrup, and this they attribute to the higher prices being asked for corn syrup. Brokers state that there is every indication of a heavy demand for maple syrup, and manufacturers are reported as being unwilling to make guaranteed price on account of the fact that the market for old syrup is bare and new crop is not expected for three weeks or a month yet.

B. C. Cane Syrup—	
2-lb. tins, 2 doz. to case, per case	4 10
5-lb. tins, 1 doz. to case, per case	4 70
10-lb... tins, ½ doz. to case, per case	4 40
20-lb. tins, 3 tins to case, per case	4 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per	gal.
Barbadoes, ½ bbls., per gal	0 70	0 75
New Orleans, blackstrap, ½ bbls., gal.	0 43	0 46

Dried Fruits Higher New Differential Adopted

Winnipeg

DRIED FRUIT.—Dried Fruit Association of California have put into effect a new differential, which makes the prices of all dried fruits slightly higher. This was put into force because of the increased cost of boxes and other packing materials. The advance amounts to ¼c on 50's and about one ⅛c on 25's and 10's. It will be seen that this is rather slight, amounting only to 1¼ cents on a 10 lb. box and about 3⅛c on 25's. This applies to all California dried fruits, and the same differential is being followed by Oregon packers. The trade may expect prices this week on new crop Australian currants, and it is expected that prices will be 1½c lower than they were last year. Raisins are reported to be moving slowly, despite the fact that currants are so high and scarce.

Dried Fruits—		
Apples, evap., new, 50-lb. boxes, lb.	0 11½	0 12¼
Apricots—		
Choice, 25's	....	0 22
Choice, 10's	....	0 23
Pears—		
Choice, 25's	....	0 13
Peaches—		
Choice, 25-lb. boxes	....	0 11
Choice, 10-lb. boxes	....	0 12
Currants—		
Fresh cleaned, Australian, lb.	0 19	0 21
Figs—		
Cooking figs	0 07	0 07½
Dates—		
Hallowees, new, bulk, lb.	....	0 12
Fards, box, new, 12 lbs.	....	2 00
Raisins, California—		
16 oz. fancy, seeded	....	0 11½
16 oz. choice, seeded	....	0 11
12 oz. fancy, seeded	....	0 09½
12 oz. choice, seeded	....	0 08¾
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 10
3 crown, loose, 50's	....	0 10¼
Raisins, Cal. Valencias—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Figs, cooking, lb.	....	0 09
Prunes—		
90 to 100, 25s	....	0 09
40 to 50, 25's	....	0 11¾
Peels—		
Orange, lb.	....	0 22
Lemon, lb.	....	0 21
Citron, lb.	....	0 25

Winnipeg Jobbers Pay High For Beans

Winnipeg

DRIED VEGETABLES.—A notable change has taken place in the situation locally. The majority of the jobbers have run out of white beans, and have had to buy again in the present high market. The result is that retail grocers will have to pay higher for their beans from now on. An occasional house has stock of beans at the old market price.

Beans—		
Manchurian, hand-picked, busbel	....	6 50
Manchurian, 3-lb. pickers	....	5 70
California Lima Beans—		
80-lb. sacks	....	0 11½
Barley—		
Pot, per sack, 98 lbs.	....	4 75
Pearl, per sack, 98 lbs.	6 60	6 65
Peas—		
Split peas, stk., 98 lbs	6 60	7 00
Whole peas, busbel	3 60	4 00

Winnipeg

TEA.—Indicating further advance in the tea market, a local concern has been compelled at last to raise price on their private brand. This firm states that during the 31 months of the war they have kept the price of their tea stationary. They now announce an advance of 5 cents to customers, and 4 cents to the trade, adding that the tea market is so firm that the price should be up a further 5 cents or more. They announce their intention of maintaining 45 cent and 55c prices as long as possible in the face of this market, but are of opinion that they will only be able to do this for a limited time.

Louisiana Strawberries In; Potatoes Still Weak

Winnipeg

FRUITS AND VEGETABLES.—Retailers may exepect new strawberries this wek from Louisiana. Florida strawberries are pretty well done. The new strawberries will be slightly cheaper selling around $6.00 per case of 24 pints. Florida tomatoes are up slightly, bringing $1.75 per basket. There is some difference of opinion regarding potatoes there is nothing to indicate that the market has recovered yet, and some state that it is very weak. One dealer states that he could not buy good potatoes for less than $1.35, while another states that they can be bought for 1.10 and 1.25, good quality. It appears there are plenty of potatoes on the market, and there is no saying when exportation to U.S. is liable to begin, although reports here are to the effect that there are plenty of potatoes on the market to the south. Oranges appear to be about the biggest seller on this market just now navels have recovered on account of the heavy demand, selling to-day at $4.25 per case. whereas last week there was a drop to $3.75. The market is getting very bare of Ontario apples.

Manitoba potatoes, bushel	1 10	1 35
Celery, Cal., doz.	....	1 75
Cucumbers, box	....	5 50
Carrots, bushel	....	1 00
Turnips, busbel	....	0 60
Cabbage, per cwt., old	....	8 00
Cabbage, Cal., lb.	....	0 09
Cauliflower, Cal., case	....	5 00
Head lettuce, Cal., doz.	....	1 75
Lettuce, leaf, box	....	0 65
Imported mushrooms	....	0 90
Sweet potatoes, bamper	....	4 50
Tomatoes, Florida, basket	....	1 75
Parsley, imported, doz.	....	0 75
Fruits—		
Oranges, navel, case	4 00	4 25
Oranges, bitter, Palermos, case 200	....	5 00
Lemons	....	5 00
Grape fruit	5 00	6 00
Malaga grapes, kegs	8 00	10 00
Wine saps, box	....	2 50
Rome Beauties, box	....	2 50
Cranberries, bbls.	....	11 00
Pears, Winter Nellis, box	....	4 50
Strawberries, Louisiana, case 24 pts.	....	6 00
Bananas, lb.	....	0 05½
Rhubarb, lb.	....	0 14

Poultry Very Inactive; Salmon For Easter

Winnipeg

FISH AND POULTRY.—There is very little change in the situation this week, and it is still between seasons. Frozen fish is dwindling away, and very little fresh fish is coming in. It is expected there will be some fresh salmon soon. There is no marked scarcity of anything, even halibut being rather plentiful. As for poultry, there is practically nothing doing yet.

Oysters, Imperial gallon		3 00
Whitefish	0 12	0 13
Salmon, frozen		0 15
Halibut, fresh		0 16
Cod, Ling		0 10
Cod, black		0 12½
Kippers, boxes		2 00
Bloaters, boxes		1 75
Mackerel, 20-lb. kits		3 00
Finnan haddie, lb.		0 13½
Salt herrings, bbl.		5 50
Salt herrings, 20-lb. pails		1 50
Smelts	0 14	0 16
Haddock		0 09
Flounders		0 06
Brook trout		0 30
Smoked fillets		0 17
Sea herring	0 07½	0 08

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 27.—Business in wholesale grocery and produce circles for the month just closing has been quiet. In volume it is below last month, though last month was short in days. There has been short buying by retailers and the weather conditions have been the adverse of encouraging for specialties. There has been a slight continuance on the part of householders to buy certain commodities such as sugar in bulk and retailers have to act accordingly and fancy packages are less in demand. The price of potatoes still rules high but it is a patent fact that less potatoes went into consumption this month in Vancouver than for any corresponding month for three years past. There has not been a corresponding increase in the consumption of rice such as is reported from other places. Beans have gone into consumption freely but the supply is small and the real handlers are reticent about giving quotations. Sugar has advanced 30c per hundred and flour 30c per barrel. Pure lard has advanced ¾c and fresh made creamery butter has declined 4c. New laid eggs are quoted down to 36c.

VANCOUVER, B.C.—		
Sugar, pure cane, granulated, 100 lbs.	8 30	....
Flour, first patents, Manitoba, per bbl., in car lots	10 00	....
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	....	....
Rice, Siam, per 100 lbs.	....	....
Beans, Japanese, per bushel	....	....
Potatoes, per ton	55 00	60 00
Lard, pure, in 400-lb. tierces, per lb.	0 22¾	....
Butter, fresh made creamery, lb.	0 45	0 50
Eggs, new laid, in cartons, per dozen	0 36	....
Cheese, new, large, per pound	0 27½	....

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 27.—Sugar has advanced 20c per hundred and is holding firm at the higher price. Lard has also advanced a half cent., three-pound pails now being quoted at $15 per case. Canned lobster is quoted at slightly higher prices and white canned domestic herrings show considerable advance. Small white beans are this week quoted at 10½c to 11c per pound. Crisco has advanced $1 per case, while corn starches are in firm market with a disposition to look for higher prices. Shelled walnuts advanced 2c per pound during the week and peanuts are in firmer tone. Peanut butter of Eastern make has been advanced to 24c per pound in bulk. Cornflakes, castile soap and quick puddings show slight advances. New-laid eggs are now quoted at $8.50 to $9 per case.

CALGARY:		
Beans, small white, Japan, lb.	0 10½	0 11
Flour, No. 1 patents, 98s, per bbl.	....	9 90
Molasses, extra fancy, gal.	....	0 77
Rolled oats, 80s	....	3 35
Rice, Siam, cwt.	....	4 75
Sago and Tapioca, lb.	....	0 09
Sugar, pure cane, granulated, cwt.	....	8 65
Cheese, No. 1 Ontario, large	0 26	0 27
Butter, creamery, lb.	....	0 44
Lard, pure, 3s, per case	....	15 00
Bacon, smoked backs, lb.	....	0 30
Bacon, smoked sides, lb.	....	0 29
Eggs, new-laid, case	8 50	9 00
Tomatoes, 2½s, standard case	4 50	4 75
Corn, 3s, standard case	3 60	4 00
Peas, 2s, standard case	....	2 95
Apples, gals., Ontario, case	....	2 50
Strawberries, 2s, Ontario, case	....	5 25
Raspberries, 2s, Ontario, case	....	5 50
Peaches, 2s, Ontario, case	....	4 25
Salmon, finest sockeye, tall, case	....	12 25
Salmon, pink, tall a.cse	5 00	5 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 27.—The spring trade is opening up well with the market showing considerable fluctuation. Sugar advanced 20c on March 24 and is now selling at $8.49 per cent. Another advance is expected. Flour has advanced 30c and is now selling at $10 per barrel. Lard, 3's, pure, is selling at $4.60, an advance of 85c per case. Currants have gone up ½c per pound and white beans have advanced to $6.50 per bushel, with lima beans selling at 14½ cents. Cocoanut in the bulk has advanced and evaporated apples are up ½ cent. Eggs have dropped to 30c per doz. for strictly fresh. Shelled walnuts are selling from 1c to 3c per pound higher and canned meats show some advance.

REGINA—		
Beans, small white Japan, bush.	....	5 50
Flour, No. 1 patents, 98s, per lb.	....	10 00
Molasses, extra fancy, gal.	....	0 71
Rolled oats, bails	....	3 50
Rice, Siam, cwt.	....	4 35
Sago and tapioca, lb.	....	0 09¾
Sugar, pure cane, granulate, cwt.	....	8 49
Cheese, No. 1 Ontario, large	....	0 28¾
Butter, creamery, lb.	....	0 40
Lard, pure, 3s, per case	....	14 60
Bacon, smoked sides, lb.	....	0 30
Bacon, smoked backs, lb.	....	0 28
Eggs, new-laid	....	0 30
Tomatoes, 3s, standard case	....	4 50
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 80
Apples, gals., Ontario	....	2 10
Strawberries, 2s, Ontario, case	....	5 15
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	3 75
Salmon, finest sockeye, tall, case	....	12 25
Salmon, pink, tall, case	6 85	7 00
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 27	0 29
Bacon, roll	0 23	0 24

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 27.—Flour has made an advance of 30c a bbl., Manitoba first patents selling at $11.00 and Ontario flour at $10.25. All grades of sugar have advanced 25c a hundred weight, while Paris lumps are selling at $9 to $9.10 which is an advance of from 25c to 50c a cwt. New laid eggs are selling at 35c a dozen. These are no case eggs on the market. Butter has dropped 5c to 7c a lb. and is now selling at 35c a lb. Pure lard is selling at 26 to 26½ cents a lb. While lard compound sells at 18½c to 18¾c. Potatoes are selling at $5.50 a barrel which is an advance of 25c a barrel.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Manitoba	....	11 00
Ontario	....	10 25
Cornmeal, gran., bbls.	....	7 50
Cornmeal, ordinary, bags	....	2 75
Flour, buckwheat, 100-lb. bag	5 50	5 75
Molasses, extra fancy, gal.	0 59	0 60
Rolled oats, bbl.	....	8 25
Beans, white, bush.	....	7 80
Beans, yellow-eyed	....	7 55
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 80	7 85
United Empire	7 70	7 75
Bright yellow	7 60	7 65
No. 1 yellow	7 40	7 45
Paris lumps	9 00	9 10
Cheese, N.B., twins	0 26	0 26½
Eggs, new laid	0 35	....
Roll bacon	....	0 28
Breakfast bacon	0 28	0 31
Butter, dairy, per lb.	0 35	....
Lard, pure, lb.	0 26	....
Lard, compound 6	0 18½	0 18¾
American clear pork	47 00	48 00
Beef, corned, 1s	2 80	3 50
Tomatoes, 3s, standard case	....	4 70
Corn, 2s, standard case	....	3 50
Peas, 2s, standard case	....	2 60
Apples, gals., N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	....	5 00
Raspberries, 2s, Ontario, case	....	5 40
Peaches, 2s, Ontario, case	....	4 00
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 25	6 50
Salmon, Cohoes, case	9 00	9 25
Salmon, Chums	5 00	5 25
Sardines, domestic, case	....	4 60
Cream tartar	0 42	0 45
Currants, lb.	....	0 21
Raisins, choice, lb.	....	0 12
Raisins, fancy, lb.	....	0 12¼
Raisins, seedless, lb.	....	0 15
Prunes, 90-100, lb.	0 11	0 11¼
Candied peel, citron	0 25	0 26
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 12	0 12½
Evaporated apricots, lb.	....	0 21
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	....	5 50
Oranges, Cal., box	4 00	4 75
Grapes, Malaga, keg	5 00	7 00
Grapefruit, per case	4 50	5 00
Potatoes, bbl.	....	5 50
Onions, per 100-lb. bag	10 00	11 00

FLOUR AND CEREALS

Flour Advanced By Thirty Cents: Firm

Montreal

FLOUR AND FEED.—As indicated in last week's report, wheat and flour have taken a firming move, and a thirty cent advance went into effect last week making First Patents again pass the ten dollar mark per barrel. This bears out predictions vaguely made off and on during the winter, and though the prophets are modest and not blatant upon to-day's markets the undercurrent of opinion keeps murmuring of higher prices for flour before new crop wheat is harvested. Railway difficulties have however returned in their strength during the present week, and their influence is perhaps helping the firmness forward. But wheat supplies dwindle, and the indications in the United States are that their winter wheat crop is disappointing. This would throw more demand upon Canadian resources in wheat, and might help to firm the market here. Then the news of locust visitations in the Argentine, and the reports of crop damage there have a further firming effect upon this country's wheat market outlook, so that the suggestion that firmness and a long continued period of high prices for flour are likely is not without foundation in market symptons. At present the flour market responds rapidly to the tendencies of wheat, and any advances in wheat would mean furthere advances in flour. Feeds continue as quoted last week, in very good demand, but the railway delivery problems are retarding shipment and also milling activity. There is a strong demand for Edwardsburg gluten feed along with the other mill feeds. This is a by-product of the starch and corn-syrup manufacturing industry. Winter wheat is in firmer toned market at the prices quoted last week.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 10	10 30
Second patents	9 60	9 80
Strong bakers	9 40	9 70
Winter Wheat Flour—		
Fancy patents	9 00	9 25
90 per cent., in wood	8 50	8 75
90 per cent., in bags	4 00	4 10
Bran, per ton	36 00	38 00
Shorts	39 00	40 0
Special middlings	43 00	44 00
Feed flour	52 00	53 00
Feed oats, per bushel	....	0 77

Cereals Show the Firmness of Wheat

Montreal

CEREALS.—Following the firming tendency in wheat the cereals are again firmer. Graham flour, whole wheat flour, and wheatlets are up in price in unison with the flour market. Cornmeal, however, quotes a little easier though the market is subject to delivery difficulties. Rolled oats are getting firmer, the market for oats being considerably firmer at present, and with every tendency towards greater firmness. Demand for the cereals is strong, and business reported better than in previous weeks.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	4 70	5 00
Buckwheat flour, 98 lbs.	....	5 00
Corn flour, 98 lbs.	....	3 80
Cornmeal, yellow, 98 lbs.	3 40	3 60
Graham flour, 98 lbs.	....	4 80
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	3 75	4 00
Oatmeal, standard, 98 lbs.	....	4 10
Oatmeal, granulated, 98 lbs.	....	4 10
Peas, Canadian, boiling, bush.	....	3 75
Rolled oats, 90-lb. bags	3 50	3 60
Whole wheat flour, 98 lbs.	....	4 80
Rye flour, 98 lbs.	....	4 50
Wheatlets, 98 lbs.	....	5 05

Flour Returns To $10 Per Barrel

After Remaining at Point of Recent Decline for a Week, Firmness in Wheat Caused Upward Movement

Toronto

FLOUR.—Flour is again selling on a basis of $10 per barrel for Manitoba first patents after having been down to $9.70 for a little over a week. With the strong wheat market and the consistently high prices that are being paid for cash wheat at Winnipeg, there was every encouragement to return to the recent hight level. Wheat is now selling at approximately 10c over the point at which the recent decline took place. On Tuesday of last week the market for the cash article at Winnipeg closed at $1.87½, and there has been a generally upward tendency during the week, until on Tuesday of the present week wheat at Winnipeg closed at $1.91⅞. The bullish elements in the wheat market during the week have been reports from the West and South-western United States that winter wheat in those districts has wintered badly, and that the aggregate acreage which has been plowed under amounts to 4,885,000. Throughout the week there were continued reports of the poor condition of the wheat crop in Nebraska and Kansas. Furthermore, the reports of a poor crop in the Argentine have been confirmed to the extent that the Government of that country has placed an embargo on the shipment of all grain and flour in order to conserve their stocks for their own use. Locally the demand has been normal for domestic uses. Many of the mills continue to be fully occupied with export business for the British Government, but ocean tonnage for home consumption abroad still continues lacking. Shipments of feed and flour from the West are improving in that the Canadian Pacific is moving shipments readily, especially to points where their own lines reach. With wheat holding at the present level, a strong position for flour still maintains Ontario winter wheat flour advanced 20c per barrel during the week, with high patents now selling at $8.80 and second patents at $8.40 per barrel. Demand for the latter is somewhat light at present, but for export the trade is good.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	10 00	10 20
Second patents	9 50	9 70
Strong bakers	9 30	9 50
Ontario Winter Wheat Flour—		
High patents	8 80	9 00
Second patents	8 40	8 60

Further Orders For Oat Products

Toronto

CEREALS.—Additional orders for rolled oats and oatmeal have been placed among Canadian mills during the week on account of the British Government, which is helping to keep the cereal mills busy. There has been a steady demand for these products from the Government. For the most part there has been a steadiness in the prices for cereals during the week, with a continuation of price-cutting reported in certain quarters. There has been a brisk demand for all cereal products.

	Car lots	Small lots
Barley, pearl, 98 lbs.	6 30	7 50
Barley, pot, 98 lbs.	4 50	5 50
Buckwheat flour, 98 lbs.	4 75	5 25
Corn flour, 98 lbs.	3 75	4 00
Cornmeal, yellow, 98 lbs.	3 25	3 50
Graham flour, 98 lbs.	4 75	4 85
Hominy grits, 98 lbs.	3 55	3 75
Hominy, pearl, 98 lbs.	3 75	4 00
Oatmeal, standard, 98 lbs.	4 15	4 30
Rolled oats, 90-lb. bags	3 52½	3 65
Rolled wheat, 100-lb. bbls.	5 00	5 50
Rye flour, 98 lbs.	4 75	5 50
Whole wheat flour, 98 lbs.	4 75	4 85
Wheatlets, 98 lbs.	4 80	5 75

Oats Again Move To Higher Levels

Toronto

MILL FEEDS.—Under the stress of a brisk demand for oats to be used in cereals and in sympathy with the advancing wheat market, Manitoba oats and Ontario oats were quoted higher during the week. Ontarios were quoted at 67c to 69c, an increase of 2c, while Manitobas were quoted at 75c, an increase of 1c. There was a continued brisk demand for mill feeds of all kinds, and prices for these commodities remained unchanged.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Bran	36 00	38 00
Shorts	39 00	41 00

(Continued on page 44.)

PRODUCE AND PROVISIONS

Hogs Higher And Products Firmer

Montreal—

PROVISIONS.—There is a very firm tone now in all hog products, and prices are likely to advance to greater firmness. This week the prices quoted for provisions in this column are available, but there is talk of shading upwards by from ½c to 1c a pound in all lines of hog products. Live hogs sold at $16.75 per 100 pounds this week, an advance of from 25c to 50c over last week's prices, and the dressed hog market was at $23 per 100 pounds, an advance of about the same amount over last week's quotations. It is unlikely that any easier feeling can be found on the market now before June, as the supplies offering are dwindling lower and lower, and the new season's summer run of hogs will not begin till June. Whether the summer supplies are to be in larger quantity and better quality than the supplies now offering is a matter of conjecture so far. Very poor hogs have been bringing very fair prices for a good while back, and the hog-raiser has been securing reasonable returns.

Hams—		
Medium, per lb.	0 27	0 27½
Large, per lb.	0 25	0 25½
Backs—		
Plain	0 27	0 28
Boneless, per lb.	0 31	0 32
Bacon—		
Breakfast, per lb.	0 30	0 31
Roll per lb.	0 23	0 24
Dry Salt Meats—		
Long clear bacon, ton lots	0 20	0 21
Long clear bacon, small lots	0 20½	0 21½
Fat back, lb.	0 19	0 20
Cooked Meats—		
Hams, boiled, per lb.	0 38	0 39
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 23¾	0 24
Tubs, 60 lbs.	0 24	0 24½
Pails	0 24½	0 24¾
Bricks, 1 lb., per lb.	0 25½	0 26
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 18¼	0 18½
Tubs, 50 lbs.	0 18¾	0 19
Pails, 20 lbs., per lb.	0 19½	0 19¾
Bricks, 1 lb., per lb.	0 19¾	0 20

Cold Storage Poultry Principally Offered

Montreal—

POULTRY.—Supplies of poultry arriving from the country are still almost insignificant in quantity, and the market is dependent principally on storage birds at the prices quoted last week. Prospects are for freer supplies as the spring advances, and following Easter there should be steady demand for poultry of all kinds that are marketable. Efforts will no doubt be made to have a rather better offering of poultry for Eastertide marketing, but the season is young yet for supplies in any considerable quantity.

Poultry (dressed)—		
Chickens, milk-fed, crate, fattened, lb..	0 25	0 30
Old roosters	....	0 20
Roasting chickens	0 25	0 27
Young ducks	....	0 25
Turkeys (old toms, dressed, lb.)	....	0 31
Turkeys (young)	....	0 33

Egg Arrivals Only Supply Daily Needs

Montreal—

EGGS.—The market for eggs is gradually coming back to its springtime standards of supply. Rather more Ontario eggs are coming along, but Quebec farms are non-productive in the egg department of poultry farming. This is a condition which local produce men feel might well be improved upon, and the market could certainly stand many more eggs from Quebec Province. While some firms are not importing many more eggs from Chicago (where the local demand is now outstripping production), others are still getting in the United States product. Prices show a steady tendency at time of writing owing to the fact that each day's arrivals are practically all absorbed by market needs in the day's business. Arrivals show rather a falling off for the week ending March 24 as compared with the corresponding period last year. The figures are: Week ending March 24, 1917, 6,581 cases; corresponding week, 1916, 8,331 cases. The price quoted for eggs to retail trade is 38c, and only very slightly less to wholesalers from sources of supply.

Eggs—		
New laid	....	0 38

Butter Outlook Is For Richer Supplies

Montreal

BUTTER.—Butter market conditions are not very active or unusual just at present. Supplies in storage are being conserved as far as possible, as new-made butter is not coming in very freely as yet. Conditions for fresh-made are, however, rapidly improving with the advance of spring. Prices for butter to the retailer maintain as quoted last week, with a steadiness present, but anticipations inclining now towards probable easier prices in the future as supplies grow more plentiful. Arrivals in Montreal for the week ending March 24 were 2,317 packages, as compared with 1,051 packages for the corresponding period of the previous year.

Butter—		
Creamery, prints (storage)	....	0 44½
Creamery, prints (fresh made)	....	0 42½
Creamery, solids (fresh made)	....	0 42
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lbs., in tubs	0 37	0 39
Bakers	0 33	0 34

Cheese Market Quiet; Good Supply Coming

Montreal

CHEESE.—Quietness of market is the characteristic of the present time in cheese market circles, but there is great firmness of tone, both for the present and for the future in generally expressed opinion. The outlook is for fine quality cheese when the new making begins to come forward. Reports are good as regards the condition of the cattle, and farmers are anticipating high prices for the April make of cheese. Local business is meantime light, and the stronger interest inclines towards the export outlook, which seems to promise high prices still. There is on the local market a striking shortage of triplets, and twins are scarce too. Prices remain as quoted last week for these grades and the various other grades of cheese. Lenten demand for cheese has not been at all abnormal. Arrivals for the week ending March 24 were 1,278 boxes. For the same period of 1916, 1,538 boxes arrived.

Cheese—		
Large, per lb.	0 27½	0 28
New twins, per lb.	0 28	0 28½
Triplets, per lb.	....	0 28½
Stilton, per lb.	....	0 30½
Fancy old cheese, per lb.	....	0 30½

Honey Supplies Steadily Dwindle

Montreal

HONEY.—Still in dwindling supply, honey is maintaining its firm market with good demand, and some supplies reported of Ontario white clover honey in the comb. Comb honey is being retailed readily at present, and the demand for strained honey is quite normal. Prices remain as quoted last week, but advances are not unexpected.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 13	0 13½
Buckwheat, 60-lb. tins, per lb.	....	0 13
Clover, 5-10 lb. tins, per lb.	....	0 15¼
Clover, 60-lb. tins	....	0 14½
Comb, per section	0 18	0 19

Cooked Hams And Barrel Pork Up

Toronto

PROVISIONS.—With a good demand for cooked meats of all kinds there was a tendency toward higher prices during the week. Roll bacon was quoted ½c to 1c higher. Wiltshire bacon 1c up, and long clear bacon was quoted firm at 21½c. Roast hams are quoted up 1c to

2c per pound. In mess pork there has been an advance of $2 per barrel, $1 per barrel advance in short cut backs in barrels and $1 advance for pickled rolls. Live hogs were also in firm market during the week, with higher prices being quoted by 75c per hundred. The run of live hogs was light last week, but gives promise of being somewhat heavier during the present week. Some packers are quoting dressed hogs as high as $22.50 per hundred with heads on and $24 per hundred with heads off. Pure lard held in a firm market during the week, and prices held steady on compound.

Hams—		
Medium, per lb.	....	0 28
Large, per lb.	....	0 25½
Backs—		
Plain	....	0 32
Boneless, per lb.	....	0 35
Bacon—		
Breakfast, per lb.	0 28	0 33
Roll, per lb.	0 25	0 26
Wiltshire bacon, per lb.	....	0 28
Dry Salt Meats—		
Long clear bacon	0 21	0 21½
Fat backs, lb.	0 22	0 23
Cooked Meats—		
Hams, boiled, per lb.	0 38½	0 39½
Hams, roast, per lb.	0 40	0 42
Shoulders, boiled, per lb	0 32	0 34
Shoulders, roast, per lb.	0 33	0 35
Barrel Pork—		
Mess pork, bbl., 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	44 00
Pickled rolls, bbl. 200 lbs.	....	43 00
Lard—		
Pure tierces, 400 lbs., per lb.	0 24	0 24½
Compound tierces, 400 lbs., per lb.	0 18	0 18¼
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	22 00	22 50
Live, off cars	16 00	16 15
Live, fed and watered	15 75	16 00
Live, f.o.b.	15 25	15 40

Demand For Dairy Butter Is Active

Toronto

BUTTER.—There was a disposition for creamery butter to be in a slow market during the week. Commission men showed a disposition to want to cash in on their holdings, and the market did not seem in a mood to buy readily. Trade in consequence has been somewhat quiet. Dairy butter, however, has been in good demand, probably due to the difference in price between it and creamery. With a continuation of growing weather the cows will soon be able to get to the grass, when a heavier production, both from creameries and the dairies, can be expected. Prices held steady and unchanged during the week.

Creamery prints, fresh made	0 44	0 45
Creamery solids	0 43	0 44
Dairy prints, choice, lb.	0 40	0 41
Dairy prints, lb.	0 39	0 40
Bakers	0 33	0 34

Big Production of Eggs Now Under Way

Toronto

EGGS.—Production of eggs in Ontario is now at such a point that local eggs are taking care of the needs of the trade. Commission men are mildly surprised to see the way the eggs are pouring in from the producing sections. They state if the present movement keeps up they will soon be able to start the storage of eggs. Although production has now commenced strong, the season is about four weeks behind normal years. There are practically no eggs coming from the Chicago district at present, the production locally making this district self-sufficient. In consequence of the good supply, the price during the week dropped 3c per dozen, and are headed to still lower levels.

Eggs—		
New laid, cartons	0 37	0 38
New laid, ex-cartons	0 35	0 37

Supplies of Cheese Are Getting Light

Toronto

CHEESE.—There is very little cheese obtainable in the market at present, and prices are accordingly very firm. Between a good export demand and a good local demand, prices are being maintained on a very firm basis. There is some new cheese reaching the market, but this is eagerly taken by shippers for export as soon as sufficient is available and tonnage can be secured. Prices have been moved ½c to 1c higher during the week.

Cheese—		
New, large	0 26½	0 28
Old, large	0 27½	0 29
Stilton	0 28½	0 30

First Shipment of Spring Chickens Due

Toronto

POULTRY.—Poultry men are anticipating the arrival of some of the first spring chickens next week. They are expected to be high in price, and will probably sell around 45c per pound. As spring proceeds, the supply is expected to become more plentiful, and prices accordingly become lower. There is still a quantity of frozen poultry around, and a better demand is developing for this in the face of the high price of meats. Conditions in the poultry business are very quiet at present. There is very little fresh-dressed poultry arriving.

Roosters, live, per lb.	0 20	0 22
Hens, live, per lb.	0 22	0 25
Hens, fresh, dressed, per lb.	0 23	0 24

Prices are those paid at Toronto by commission men.

New Crop Maple Syrup Arrived During Week

Toronto

HONEY, MAPLE SYRUP.—Some of the first of the new crop maple syrup reached the market during the week, and for the Imperial gallons is selling at $1.25 to $1.35, while the eight-pound tins are quoted at $1.10 to $1.15. The season for maple syrup is expected to be a short one this year owing to the rapidity with which the growing season seems to be advancing. Some of the early trees have already pushed out their buds, which is strong evidence that the sap is on the move. With the comparatively warm nights there is no impediment to the free movement of the sap. Honey continues to move in fairly normal demand for this time of the year.

Honey—		
Clover, 5 and 10-lb. tins	0 13¼	0 14¼
60-lb. tins	0 12¼	0 13
Comb, No. 1, doz.	2 40	2 75
Maple Syrup—		
8-lb. tins	1 10	1 15
Gallons, Imperial	1 25	1 35

Cheese Much Higher; Hog Market Erratic

Winnipeg

PRODUCE AND PROVISIONS.—The live hog situation during the past week has been erratic. For a day or two hogs sold as low as $13.50, but prices quickly firmed, and towards the end of the week were firm at $14.75 to $14.85. There is very little cheese being held, although the demand is low, nevertheless prices are having a tendency to advance rapidly, and will hold firm until the new make. Local prices took a jump last week, and are now 29 to 30 cents.

Hams—		
Light, lb.	0 26	0 28
Medium, per lb.	....	0 26
Large, per lb.	....	0 24
Bacon—		
Breakfast, per lb.	0 26	0 28
Breakfast, select, lb.	0 28	0 31
Backs, regular	....	0 26
Backs, select, per lb.	....	0 28
Dry Salt Meats—		
Long clear bacon, light	....	0 20½
Barrelled Pork—		
Mess pork, bbl	....	38 00
Lard, Pure—		
Tierces	....	0 23
20s	....	4 70
Cases, 5s	....	14 40
Cases, 3s	....	14 55
Lard, Compound—		
Tierces	....	0 16¾
Tubs, 50s, net	....	8 50
Pails, 20s, net	....	3 48
Butter—		
Fresh made creamery, No. 1, cartons	....	0 43
No. 1 storage	....	0 42
No. 2 storage	....	0 40
Fresh Eggs—		
New laids	0 38	0 39
Cheese—		
Ontario, large	0 29	0 30

FLOUR AND CEREALS

(Continued from page 42.)

Special middlings	43 00	45 00
Feed flour	52 00	54 00
Ontario oats, No. 2 (nominal)	0 67	0 69
Manitoba oats, No. 2 (nominal)	....	0 75

Little Feed Offered; Government Buys Oats

Winnipeg

FLOUR AND CEREALS.—Quotations on flour have undergone no change, first patents selling at $9.70 Quietness in the market is due to the fact that the wheat market is very narrow which condition is largely due to transportation difficulties. The rolled oats market is in about the same condition, i.e., firm at $3.00, with considerable business offering, although millers are having difficulty filling their contracts being unable to get equipment to Eastern Canada and to the seaboard. Much of the rolled oats and oatmeal going through is for Imperial and Canadian Governments. All mills are reported greatly oversold.

Flour—		
Best patents	....	9 70
Bakers	....	9 20
Clears	....	8 80
XXXX	....	6 60
Cereals—		
Rolled oats, 90 lbs.	....	3 00
Rolled oats, pkgs., family size	....	4 10
Cornmeal, 98's	....	3 00
Oatmeal, 98's	....	3 75
Feeds—		
Bran, per ton	....	30 00
Shorts, ton	....	32 00
Middlings, ton	....	32 00
Mixed chop, ton	....	42 00

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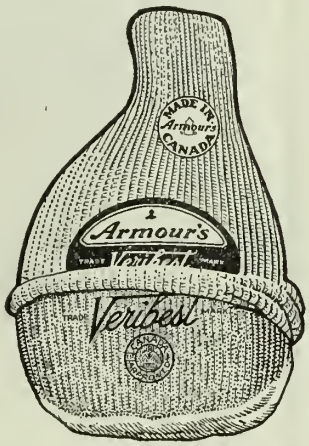

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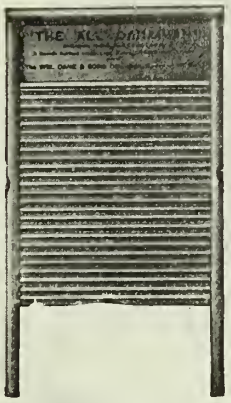
means to you



The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

Your customers' good taste

will be perfectly satisfied with the delicious goodness emboided in

Moirs XXX Chocolates

the wholesome confection which is sold in bulk or fancy packages.

The profits to be derived from selling Moirs Chocolates make it worth your while to get them before your customers immediately. Do this and learn what real business building potentialities this quality line offers you.

Moirs Limited
HALIFAX, - CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

It's an Orlando !

Did he purchase it in your store?

If he did you can confidently count upon him coming in again for a further supply of Orlandos—the popular three-for-a-quarter line that always satisfies.

Keep a box or two well displayed in your tobacco show case. The dollars of extra profit awaiting you in this line will make you more than ever convinced that a well stocked tobacco department is something decidedly worth while.

Start right in to-day and prove Orlando selling value for yourself.

W. R. Webster & Co.
LIMITED
SHERBROOKE, QUE.

THE SARDINES THAT ARE DIFFERENT

Norwegian Sardines
(IN PURE OLIVE OIL)

Put up in attractive looking container, with patented opener attached, these delicious, wholesome products of Norwegian Waters make fast friends of particular people everywhere.

. . .

Results that a trial supply will produce will make you a regular dealer in these quality sea foods.

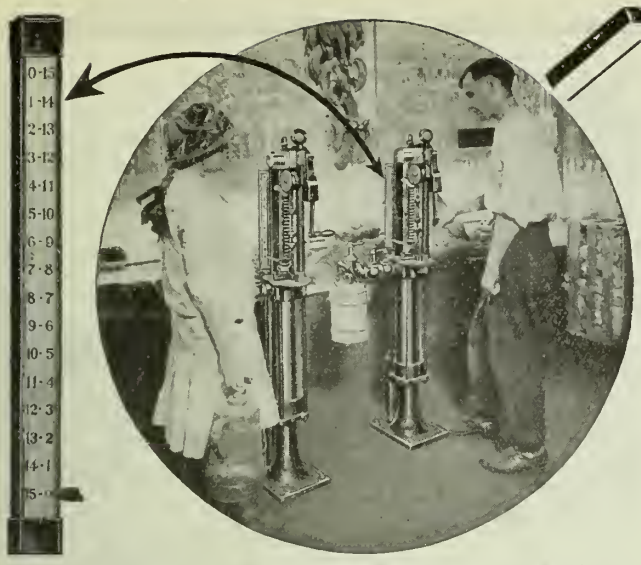
. . .

Special Brands in different grades to suit individual buyers.

May we send you particulars and prices?

Stewart Menzies & Co.
70 LOMBARD ST. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



No Guess Work Here—He knows exactly how much to charge.

Cultivating High Class Trade

People soon get the "Habit" of going to the "Better Service" store; they admire your efforts to give them service and show it by sticking with you and sending their friends.

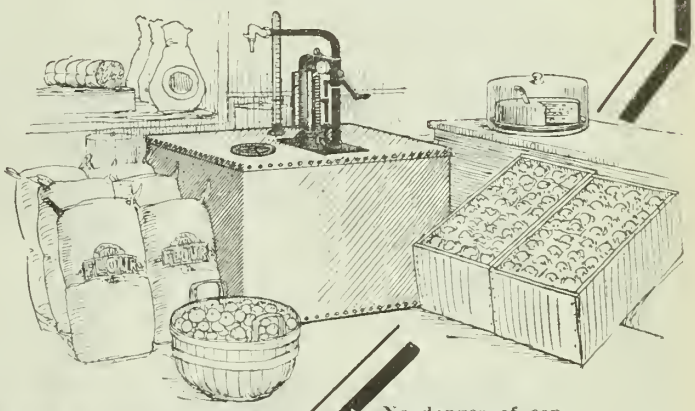
The installation of the

BOWSER ESTABLISHED 1885

SELF-MEASURING OIL OR GASOLINE STORAGE SYSTEM

is a long step toward encouraging a happy, well-satisfied trade to your store, because it prevents the contamination of food with that "oily" taste—prevents the odor of oil permeating your store and keeps it inviting and appetizing. Does away with the oil-soaked floors and the consequent "Fire Hazard," and above all, it eliminates entirely the danger common to the old tin tank method of storing oil or gasoline.

Write us to-day—right away—asking for illustrated bulletins showing how Bowser can help you increase your business.



No danger of contamination — gives you more floor space.

S. F. BOWSER & CO., Inc., Fort Wayne, Indiana

Sales Offices in all Centres Representatives Everywhere

ALFRED BIRD'S
CUSTARD POWDER,
For making the Richest Custards without Eggs,
AT ONE-HALF THE COST AND TROUBLE.
STANDARD FLAVOR.
Directions for Use.—Out of a pint of New Milk or Cream take just sufficient to make the contents of one of the enclosed packets into a thin smooth paste when well mixed in a basin; then boil the remainder of the Milk or Cream with 2 ozs. (or else 11 or 12 lumps) of sugar, and while still thoroughly boiling pour it all at once into the basin. Give the whole one or two stirs, and when quite cold, fill the Custard Glasses.
DEVONSHIRE WORKS, BIRMINGHAM.

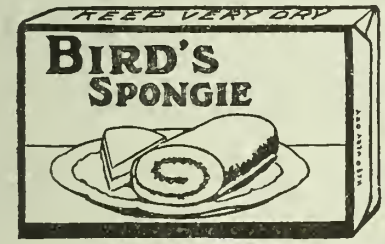
These Bird Products will bring new customers

Bird's Custard Powder is sold in an attractive lithographed tin, which makes a very handsome package. Now sold in 5c tins, as well as the 15c size.

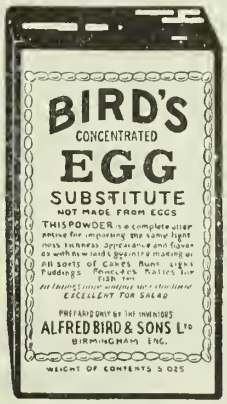
Bird's Egg Powder is the original egg substitute. There are many worthless imitations. Give your customers the best. This package sells for 20c.

Bird's Spongie makes a very fine jelly roll (sometimes called Swiss Roll), a very beneficial article. Once your customers know Bird's Spongie they will buy it often.

Bird's Puddena, like Bird's Spongie, is comparatively new in the Canadian market. Before long you will consider it a staple, for it finds instant favor.



DAINTY DELICIOUS DIGESTIBLE
"PUDDENA"
MADE ONLY BY BIRD'S
MAKES LIGHT TASTY PUDDINGS
DOUBLY DELICIOUS IF SERVED WITH BIRD'S CUSTARD HOT



Bird's Lemonade differs greatly from the many so-called "Lemonades" on the market. The powder is the extract of pure lemons and is packed in glass jars, beneath the lithographed carton. Nothing to deteriorate or become rancid, no tin to corrode through coming in contact with acids. A pure, wholesome merchandise you will be glad to sell.

MADE BY

ALFRED BIRD & SON

Birmingham, Eng.

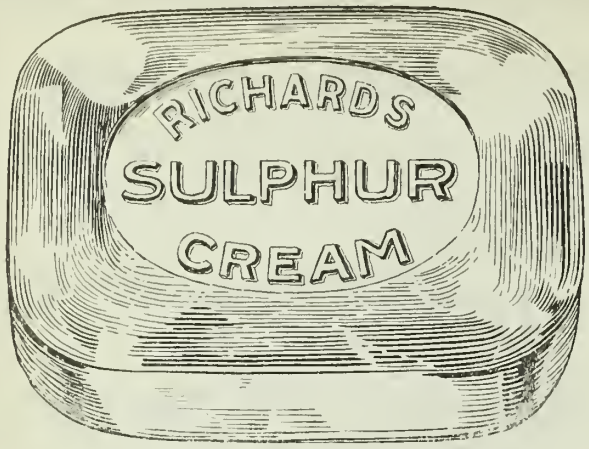
Sales Agents for Canada :

Harold F. Ritchie & Co.

10 McCaul Street

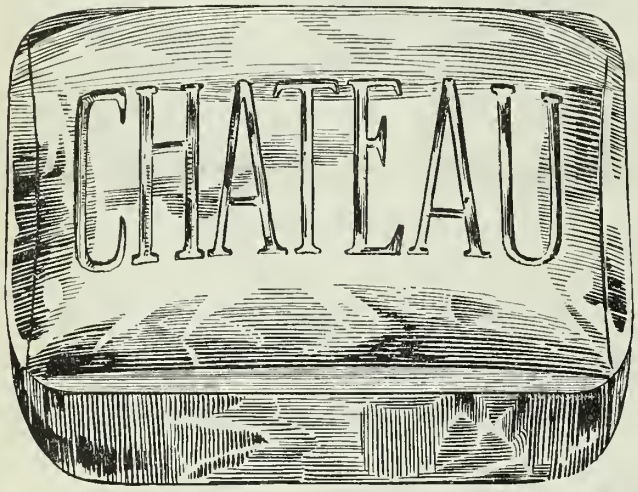
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



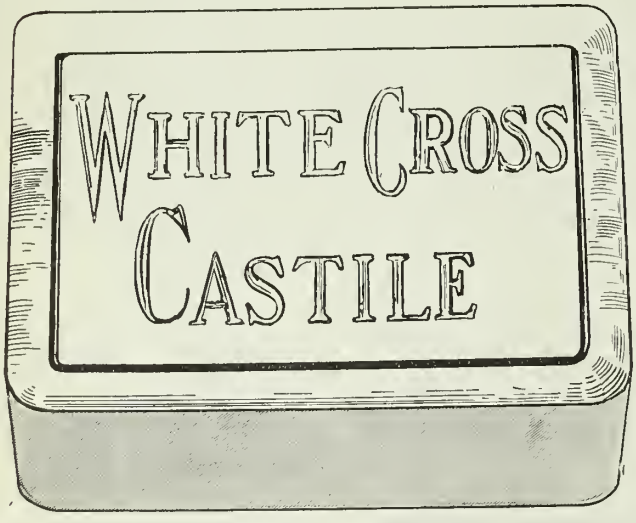
Trade Price, 45c per doz.

A popular seller worth displaying. It brings the customer back for more.



Trade Price, 80c per doz.

A snappy seller everywhere. The beautiful transparency and undoubted quality of this **RICHARDS** line make it a favorite with everybody.



Write your Wholesaler or

The Richards Pure Soap Co.

LIMITED

WOODSTOCK, ONTARIO

Dutch Tea Rusks

The New Breakfast Food

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

Packed 36 15c packages to the case.

The Robert Gillespie Co.

WINNIPEG, MAN.

Agents for Canada

Wentworth Jam and Profits

Wentworth Brand Fruit Butter is preferable in many ways to dairy butter for a "spread" for the children, and even for the "grown-ups" at breakfast and supper.

BETTER THAN BUTTER

Suggest Weutworth Fruit Butter to your customers who are anxious to reduce the high cost of living. Wentworth Jams are extremely pleasing to the taste and healthful for old and young.

Your profit is assured.

Net Price List FRUIT BUTTER.

Flavors:—
Peach and Apple
Plum aud Apple
Pear and Apple
Pineapple and Apple

Tumblers	$1.15 per doz.
12-oz. Glass Jars	1.40 per doz.
16-oz. Glass Jars	2.00 per doz.
No. 2 Gold Tins	3.00 per doz.
No. 4 Gold Tins	.50 each

At Wholesalers, or write us direct

PURE ORANGE MARMALADE.

Tumblers	$1.50 per doz.
12-oz. Glass	1.80 per doz.
16-oz. Glass	2.30 per doz.
2-lb. Tins	3.70 per doz.
4-lb. Tins	.59 each

WENTWORTH DESSERT JAMS AND JELLIES.

High-grade, made from pure fruit and apple jelly.

Tumblers	$1.15 per doz.
12-oz. Glass	1.40 per doz.
16-oz. Glass	2.00 per doz.
No. 2 Gold Tins	3.00 per doz.
No. 4 Gold Tins	.50 per tin
30-lb. Pails	.11½ per lb.

The Wentworth Orchard Co., Limited

Sales Office: Hamilton, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

ESTABLISHED 1879 INCORPORATED 1904

No Relief in Sight

PRICES ARE BOUND TO BE HIGHER. IN MANY INSTANCES SELLING BELOW ACTUAL MARKET PRICES

Our large and modern warehouses are yet storing large quantities of foodstuffs bought at the right time. Might we suggest that you inquire our prices on:

CANNED FRUITS AND VEGETABLES
CALIFORNIA DRIED FRUITS
CURRANTS, bulk and packages
SALMON
SARDINES
KIPPERED HERRINGS
RICE
BARLEY
CORNMEAL
ROLLED OATS
COMPOUND AND PURE LARD
VINEGAR (from Canada's largest manufacturers)
JAPAN TEAS (Samples mailed on request)

We have the facilities for service giving

Telephone or wire your requirements at our expense

S. J. MAJOR LIMITED

Wholesale Grocers

OTTAWA ONTARIO

SPECIAL ATTENTION GIVEN TO MAIL ORDERS

Grape Juice selling is worth while if you feature BARNES

Just try it out. The fact that you've been disappointed in other lines is all the more reason why you should give Barnes a trial and prove to your own satisfaction what a real good seller it is.

Pure unfermented juice of Concord Grapes — sparkling, palate pleasing, delicious — that's Barnes', and that's the reason for Barnes' popularity. Connect with this popular household beverage right now and give your profits a boost.

The Ontario Grape Growing and Wine Mfg. Co.

ST. CATHARINES, ONT.

Quick selling and better profits follow displays of

Royal Salad Dressing

The little selling effort required to effect a first sale of this tip-top Canadian-made sauce will be profusely rewarded by the ever-increasing repeat sales which will inevitably result.

Royal Salad Dressing is a real quality line, pure, sweet and delicious—the sort to please your particular customers. A couple of dozen bottles will enable you to form an idea as to what selling it signifies.

Send your order to-day. We know you'll sell it right along if you give it a trial.

HORTON-CATO MFG. CO.

Windsor, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90
8-oz.	2 55	2 50
12-oz.	3 85	3 75
16-oz.	4 90	4 80
2½-lb.	11 60	11 35
3-lb.	13 60	13 35
5-lb.	22 35	21 90

F.O.B. Montreal, or F.O.B. jobbers' point subject to jobbers' regular terms.

DOMINION CANNERS, LTD.

JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vactop Glass Jars, 16 oz. glass 2 doz. case. Per doz.

Blackberry	2 40
Currant, Black	2 50
Plum	2 30
Pear	2 30
Peach	2 30
Raspberry, Red	2 50
Raspberry and Red Currant	2 40

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$1 75
½ Pts., Red Seal, screw tops	1 35
Pts., Delhi Epicure	2 40
Pts., Red Seal	1 85
Pts., Tiger	1 85
Qts., Delhi Epicure	2 60
Qts., Red Seal	2 40
Qts., Lynn Valley	2 40

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	$4 10
5 lb. tins, 1 doz. in case.	4 70
10 lb. tins, ½ doz. in case	4 40
20 lb. tins, ¼ doz. in case	4 25
Perfect seal glass jars in the case	3 40

Delivered in Winnipeg in carload lots.

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 80c, or with Sauce, 4 doz. to case	0 90
1's Baked Beans, Plain, 4 doz. to case	0 95
1's Baked Beans, Tomato Sauce, 4 doz. to case	1 15
1's Baked Beans, Chili Sauce, 4 doz. to case	1 15
2's Baked Beans, Plain, 2 doz. to case	1 60
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 85

Family, Plain, $1.85 doz.; Family, Tomato Sauce, $1.85 doz.; Family, Chili Sauce, $2.45 doz.; 3's, Plain, Tall, $2.40 doz.; 3's, Tomato Sauce, ... doz.; 2's, Chili Sauce, $3 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), $9 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 60
12 oz. Glass, Screw Top, 2 doz. in case	1 80
16 oz. Glass, Screw Top, 2 doz. in case	2 30
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 30
2's Tin, 2 doz. per case	3 20
4's Tin, 12 pails in crate, per pail	0 59
6's Tin, 8 pails in crate, per pail	0 72
7's Tin or Wood, 6 pails in crate	0 94
14's Tin or Wood, 4 pails in crate, per lb.	0 14½
30's Tin or Wood, one pail only, per lb.	0 14½

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	5 50
Diet Flour, 3½ lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Wheat Kearnels, 2 doz. to case	2 70

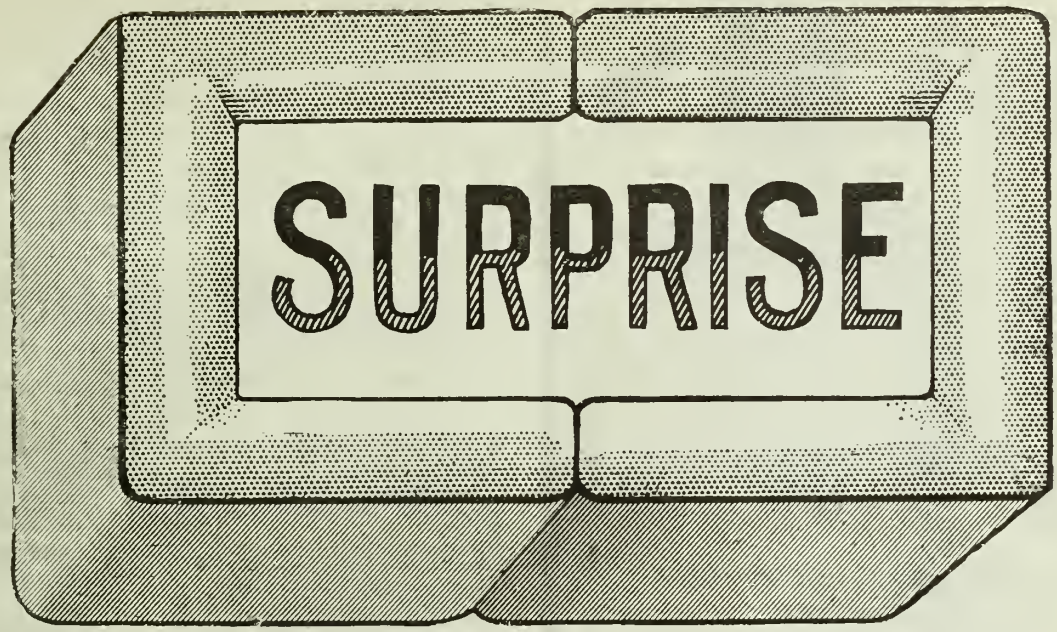
COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	$4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

(Unsweetened Chocolate)

Supreme chocolate, ½s, 12-lb. boxes, per lb.	0 36
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



THE reason why the average merchant sells so much **"Surprise"** is not because it pays him a larger profit than other 5c. Soaps; not because he cannot buy as many other kinds as he feels like buying and still get **"Surprise"** at the lowest price. No! No! Not at all.

The reason he sells more, much more, **"Surprise"** than of all other Soaps is that it is **"easy to sell."** It needs no boosting; no argument. He passes it out feeling absolutely certain that the person who buys it will not come back at him with a kick.

These are the real reasons why **"Surprise"** enjoys such continuous popularity. They are good reasons, too, don't you think?

THE ST. CROIX SOAP MFN'G CO.

ST. STEPHEN, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies

HAMS

For Easter trade you will require a good stock of good Hams. There are no better than the "Star" Brand.

Order now, with instructions to ship for Easter trade.

All meats cured under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the celling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

Price list and catalogue free and mailed to any address.

Representatives:—James Rutledge, Phone St. Louis 876, 2608 Waverley St., Montreal, Que.; George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

Manufactured by
The W. A. Freeman Co., Limited
HAMILTON - CANADA

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 33
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. bxs.,	
Chocolate ginger, 5-lb. bxs.,	0 40
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 95
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size—	
2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD.
CONDENSED MILK
Terms net 30 days.

Eagle Brand, each 48 cans	$8 00
Reindeer Brand, each 48 cans	7 70
Silver Cow, each 48 cans	7 15
Gold Seal, Purity, each 48 cans	7 00
Mayflower Brand, each 48 cans	7 00
Challenge, Clover Brand, each 48 cans	6 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 40
Jersey Brand, Hotel, each 24 cans	5 40
Peerless Brand, Hotel, each 24 cans	5 40
St. Charles Brand, Tall, each 48 cans	5 50
Jersey Brand, Tall, each 48 cans	5 50
Peerless Brand, Tall, each 48 cans	5 50
St. Charles Brand, Family, each 48 cans	4 90
Jersey Brand Family, each 48 cans	4 90
Peerless Brand, Family, each 48 cans	4 90
St. Charles Brand, small, each 48 cans	2 40
Jersey Brand, small, each 48 cans	2 40
Peerless Brand, small, each 48 cans	2 40

CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 50
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	5 20
Cocoa, Reindeer Brand, each 24 cans	5 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 23
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 31
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 31

PRESENTATION COFFEE.
A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.
CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED.
MONTREAL.

Compressed Corned Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $25. 14s, $60.

Roast Beef, ½s, $2; 1s, $3.10; 2s, $7.00; 6s, $22.

Boiled Beef, 1s, $3.10; 2s, $7.00.

Jellied Veals, ½s, $2; 1s, $3; 2s, $4.50.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $2; 1s, $3.35; 2s, $6.25.

A Warm Nourishing Meal

Shredded Wheat Biscuit with hot milk and a little cream makes a warm, nourishing, satisfying meal. It not only pleases the palate, but supplies the body with strength and energy for the day's work.

Shredded Wheat

Tell your customers about the real food value of this delicious cereal, and suggest its use with milk and a little fruit, instead of the egg or meat breakfast that costs many times as much but gives no more nourishment.

The Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

"MADE IN CANADA"

The Canadian Shredded Wheat Co., Limited
Niagara Falls, Ontario
Toronto Office:
49 Wellington Street East

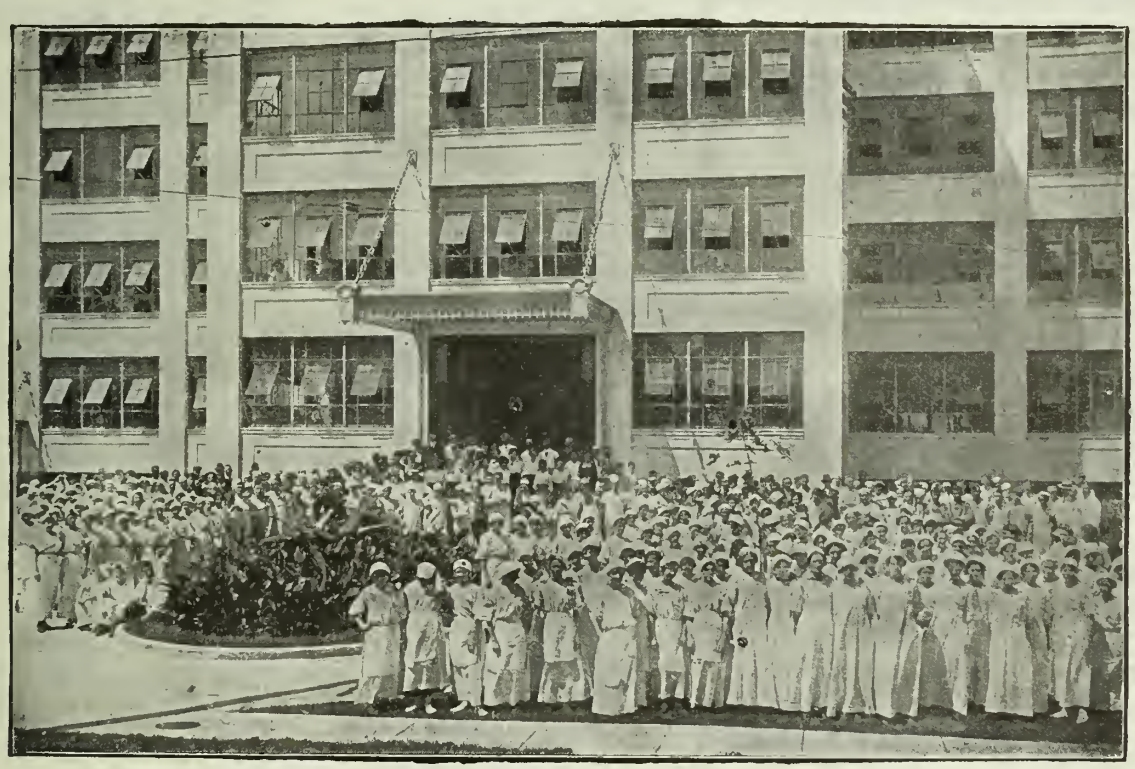
Get Ready!

It's Time NOW to Push Liquid Veneer

62% Profit ON Your Investment

Send for FREE Advertising Matter and give it a good display.

Buffalo Specialty Company
Buffalo, N.Y., U.S.A.
Bridgeburg, Ont.
Canada



A glance

at this view, showing the main entrance of the fine new building for McCormick's Biscuits and one realizes the aptness of the description, "A snow-white home for a pure food." Forty thousand feet of glass flood the interior with sunshine and pure air. The tiled walls are white enamelled. The employees are spick-and-span in spotless white uniforms; everything is done to secure hygienic cleanliness. The building contains an employees' dining-room and cafeteria seating 1,500; a library, visitors' reception room, employees' rest room and a gymnasium. An output covering some 1,200 varieties gives an idea of the magnitude of the business done.

The McCormick Manufacturing Co., Limited

General Offices and Factory: London, Canada. Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg Calgary, Port Arthur, St. John, N.B.

The 1917 Improved
MODEL
VAN BERKEL
Slicing Machine

Van Berkel has built the World's best meat slicer for many years. This improved model has many new features. Write for a descriptive catalog or let us give you a demonstration.

The
Hobart Mfg. Co.
149 Church St.
TORONTO

Sole Agents for Canada

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

Cambridge Sausage, 1s, $3.00; 2s, $5.50.

Boneless Pigs' Feet, ½s, $1.75; 1s, $2.75; 2s, $5.50.

Lambs' Tongues, ½s.

Sliced Smoked Beef, tins, ½s, $1.85; 1s, $2.80; 4s, $15.50.

Sliced Smoked Beef, glass, ¼s, ...; ½s, $2.25; 1s, $3.25.

Tongue, Ham and Veal Pate, ½s, $1.50.

Ham and Veal, ½s, $1.45.

Potted and Devilled Meats, tins —Beef. Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.

Potted Meats, Glass — Chicken, Ham. Tongue, ¼s, ...

Ox Tongues, tins, ½s, $3.50; 1s, $6.25; 1½s, $9.50; 2s, $13.

Ox Tongues, Glass, 1½s, $12; 2s, $14.

Mincemeat, Hermetically Sealed Tins, 1s, $2; 2s, $3.25; 3s, $4.55; 4s, $6.25; 5s, $8.
In Pails, 25 lbs., 13c lb.
In 50 lb. Tubs, 13c lb.
In 85 lb. Tubs, 12½c lb.

in Glass, 1s, $2.20.

Clarke's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 20c.

Clark's Peanut Butter—Pails 24 lbs., 20c per lb.

Clark's Tomato Ketchup, 16 oz., $3.

Pork and Beans, Plain Tails, 1s, 95c; 2s, $1.60; 3s, $2.40; 6s, $8; 12s, $12; 3s, flat, $2.
Individuals, 80c doz.

Pork and Beans, Tomato Sauce, Tails, 1s, $1.15; 2s, $1.85; 3s, $3; 6s, $10; 12s, $14.50; 3s, flat, $2.45.
Individuals, 90c doz.

Pork and Beans, Chili, 1s, $1.15; 2s, tall, $1.85; 3s, flat, $2.45.
Individuals, 90c doz.

Tomato Sauce, 1½s, $1.75; Chili Sauce, 1½s, $1.75; Plain Sauce, 1½s, $1.45.

Vegetarian Baked Beans, Tomato Sauce, Talls, $1.80.

Clark's Chateau Chicken Soup, $1.25.

Clark's Chateau Concentrated Soups, $1.15.

Clark's Chateau Concentrated Soups. No. 1 assorted, $1.15.

Sphaghetti with Tomato and Cheese, ½s, $1.15; 1s, $1.65; 3s, $2.65 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.

English Plum Puddings, 1s, $2.30 doz.; 2s. $3 doz.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS

L'Admirable, 50 bottles, litre, cs.	8 00
Neptune	8 50
San Rival	9 00

VICHY LEMONADE

La Savoureuse, 50 bottles, cs.	11 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 bottles, cs.	9 50

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 20
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 15
Club Soda, Trayders, cs., 6 doz., splits, doz.	1 05

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 20-lb. tins, lb.	0 34

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 25

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEENE'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 75
D. S. F., ½-lb.	3 30
D. S. F., 1-lb.	6 25
F. D., ¼-lb.	1 10
	Per jar
Durham, 4-lb. jar, each	1 10
Durham, 1-lb. jar, each	0 35

JELL-O.

GENESEE PURE FOOD CO.

Assorted case, 4 dozen	$ 3 60
Lemon, 2 dozen	1 80
Orange, 2 dozen	1 80
Raspberry, 2 dozen	1 80
Strawberry, 2 dozen	1 80
Chocolate, 2 dozen	1 80
Peach, 2 dozen	1 80
Cherry, 2 dozen	1 80
Vanilla, 2 dozen	1 80

Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen	$ 2 50
Chocolate, 2 dozen	2 50
Vanilla, 2 dozen	2 50
Strawberry, 2 dozen	
Lemon, 2 dozen	2 50
Unflavored, 2 dozen	2 50

Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90
List Price	

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge Per doz.	10c Oval lith. dredge. 2 oz. Per doz.
Allspice	$0 48	$0 90
Arrowroot, 4 oz. tins, 90c.	....	....
Cayenne	0 48	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 48	0 90
Cinnamon whole, 5c. pkgs., window front, 45c.	....	....
Cloves	0 48	0 90
Cloves, whole, 5c. pkgs., window front, 45c.	....	....
Curry powder	....	....
Ginger	0 48	0 90
Mace	1 25	....
Nutmegs	0 48	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 48	....
Pepper, black	0 48	0 90
Pepper, white	0 52	0 95
Pastry spice	0 48	0 90
Pickling spice, window front, 90c.	....	....
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	4

A little display of these 10c. Bottles

OF

Worcestershire Sauce

will pull excellent results

The housewife's favorite sauce in neat, attractively wrapped little bottles. Made to sell on sight. Made to give satisfaction and to build big profits for the dealer.

If you sell it once you'll sell it always. The demand will grow bigger daily. Have your wholesaler ship you a trial supply, or failing this, we'll send you a case or two. (4 dozen to case.)

Chas. M. Edwards & Co.

E. B. Thompson, Sole Proprietor)

20 Front St. E., Toronto

Lines That Pay and Please

Bowes TRADE MARK

PURE FOOD PRODUCTS

Your greatest source of satisfaction is in the knowledge that the lines you handle please. This is the only foundation upon which you can build a profitable, successful business.

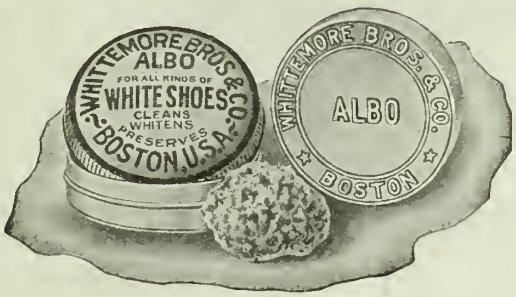
Bowes' Products Never Fail to Please.

The Bowes Company, Limited

70-76 Front St. E., Toronto

Mr. Dealer

Here are the Season's Leaders in Shoe Polishes



BOSTONIAN CREAM
BOSTONIAN CREAM
For POLISHING and PRESERVING
THE FINEST GRADE of COLORED KID AND CALF LEATHERS.
SOLE MAKERS
WHITTEMORE BROS. CORP.
Boston, Mass. U.S.A.
CLEANS AND POLISHES
All shades of BLUE, BROWN, GRAY and all other colors of KID and CALF LEATHERS.

"**SHUCLEAN.**" White kid and white leather cleaner.

"**ALBO.**" White round cake, canvas cleaner and whitener, in lacquered metal box (2 sizes).

"**CAHILL'S**" French Bronze Dressing. Bronzes any color shoe.

"**BOSTONIAN CREAMS.**" Put up in all the popular colors and shades. Most perfect cleaner and polishing cream for the finest grade of colored kid and calf leathers.

"**GILT EDGE**" **Black Oil Polish.** The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"**QUICK WHITE**" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c and 25c.

Ask Your Jobber for Prices and Complete Catalog

or write us **(WHITTEMORE BROS. CORP.) at Boston, Mass.**

If any advertisement interests you, tear it out now and place with letters to be answered.

Get More Profit Out Of Your Sea Food Sales

The amount of business you do depends entirely on the quality of the goods you are handling. Inferior lines will never give you a big turnover or produce satisfied customers.

Stock only quality goods, which will boost your canned sea food business and attract the best class of trade to your store.

You run no risks whatever when you stock Brunswick Brand Sea Foods, whose delectable, wholesome qualities appeal to the most fastidious tastes.

"Brunswick Brand" is a big factor in creating year-round sales. Replenish your stocks from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

CONNORS BROS.
Limited
Black's Harbor, N.B.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss	.07½
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	.08
100 lbs. kegs, No. 1 White.	.07½
200 lbs., bbls., No. 1 White	.07½
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08½
48 lbs., Silver Gloss, in 6 lb. tin canisters	.10
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.10
100 lbs., kegs, Silver Gloss, large crystals	.08
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07¾
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	.15
Celluloid, 45 cartons, case.	3.75

Cullnary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08½
40 lbs. Canada Pure Corn (20 lb. boxes ¼c higher)	.07½

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.07½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.08
Barrels, 200 lbs.	.07½
Kegs, 100 lbs.	.07½
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.08½
8 in case	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.10
Kegs, extra large crystals, 100 lbs.	.08
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 75
Cullnary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.07½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.08½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's)	.08½

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$	3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case ....$	3.25
2 lb. tins, 2 doz. in case..	3 45
5 lb. tins, 1 doz. in case...	3 85
10 lb. tins, ½ doz. in case.	3 75
20 lb. tins, ¼ doz. in case	3 70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs.....	.04¾
Half bbls., about 350 lbs..	.05
¼ bbls., about 175 lbs....	.05¼
2 gal. wooden pails, 25 lbs.	1.75
3 gal. wooden pails, 38½ lbs.	2.50
5 gal. wooden pails, 65 lbs.	3.85

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case.....$	3.95
5 lb. tins, 1 doz. in case.....	4.35
10 lb. tins, ½ doz. in case..	4.25
20 lb. tins, ¼ doz. in case...	4.20

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4 80
Barrels, per 100 lbs.....	5 25
½ barrels, per 100 lbs.....	5 50

INFANTS' FOOD

MAGOR SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb. .....$	3 60
½ lb.	1 85
Robinson's Patent Groats—	
1 lb.	3 60
½ lb.	1 85

STOP-ON POLISHES

	Doz.
Polish, Black, Tan, Ox-blood and Nut-brown	0 85
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown....	0 85
Card Outfits, Black and Tan	3 40
Metal Outfits, Black and Tan	3 80
Creams, Black and Tan.....	1 10
White Cleaner	1 10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1 20

Yeast for bakers, 12½ lb. cartons; per carton, $1.25.

IMPERIAL TOBACCO CO. OF CANADA, LIMITED.

EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$	0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c.....	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 89
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

EASTER

LET us have your orders for your Easter trade as early as possible.

We will have all kinds

Fancy Fruits and Vegetables
Bananas, Oranges,
Grape Fruit, Pineapples,
Strawberries

New Cabbage, Celery, Cauliflower, Lettuce, Radish, Rhubarb, Etc.

"The House of Quality"

HUGH WALKER & SON
GUELPH, ONT.
Established 1861

Easter Fruits and Vegetables

GOOD FRIDAY FISH

We are making special preparation for handling the Holiday Trade.

Orders Large or Small Solicited

Bananas, Celery, Cauliflower, Lettuce, Pineapples, Oranges, Grape Fruit, Cabbage, Cucumbers, Green Onions, New Carrots, Asparagus, California Artichokes.

The Fish Department

offers a complete assortment of Fresh and Frozen Fish for Good Friday Trade.

The Service and Quality House.

WHITE & CO., LIMITED
TORONTO
Main 6565

Let us handle your fruit requirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.
OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

Wholesale Fruit and Produce Merchants

Established 1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus Fruits
Cranberries,
etc.

25 CHURCH ST.
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

For more than a quarter of a century

McVitie & Price's DIGESTIVE BISCUITS

have steadily increased in popular favour.

Quality is the first and last word in the Manufacture of these Biscuits.

The natural, soluble phosphates of the grain are retained and the Biscuits have a high nutritive value and delicious flavour.

Supplies can be obtained from the following:
C. E. Choat & Co., Halifax; McVitie & Price of Canada, Ltd., Montreal; Richards & Brown, Ltd., Winnipeg; The Campbell, Wilson Co.'s Branches in Saskatchewan and Alberta; Kelly, Douglas & Co., Ltd., Vancouver.

Neat eye-catching cartons

MERIT MAKES IT MOVE

and merit keeps it moving too for the service, the all-round satisfaction that Lively Polly Soap Powder gives the housewife never fails to win her good will and a continuance of her custom.

"Lively Polly" is the best medium for washing clothes or household utensils, for cleaning and disinfecting closets, drains, etc. Put up a display to-day.

J. HARGREAVES AND SONS
LIVERPOOL, ENGLAND

Canadian Agents: McLellan Import Co., 301 Read Bldg. MONTREAL

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A Grocer in S_____d

A grocer in S___ d, Scottish born, has been a reader of THE FINANCIAL POST for many years, and will probably continue reading this paper to the end of the chapter.

Asked how he came to subscribe for this paper costing him $3.00 a year—a paper not directly related to his business, he said that some years ago he had put some money into land, and wanted to know more about the class of investment he had chosen, and about the influences that affect land values locally and territorially; and he found THE FINANCIAL POST OF CANADA, a newspaper giving him what he wanted.

Talk to this Man for Five Minutes

a highly successful and estimable grocer—and you instantly perceive some reasons for his notable success. He knows his immediate business—that is clear. He has the canny Scottish mind. He has character without which great and enduring success is not possible. *And he has a wide outlook on life—an informed knowledge of Canadian affairs.* He feeds this knowledge each week by reading

THE FINANCIAL POST *of* CANADA

Now, if you are a retailer, you, too, can become bigger than your business—can become a greater master of your business, by reading THE FINANCIAL POST. This paper is most readable. You may skip some parts of it, but most of it you will read, and enjoy reading. And you will actually perceive your mind expanding—reading in quest of special knowledge **applicable to the conduct of your business.**

$3.00 a year is a small sum to pay for Education that makes you a bigger man—bigger mentally, bigger as a citizen, bigger as a retailer

Send for a sample copy—free. THE FINANCIAL POST is published by

The MacLean Publishing Co., Limited

143-153 University Avenue, Toronto

Also at Montreal, Winnipeg, New York, Chicago, Boston and London, Eng.

COUPON

C.G.I.

.....1917

The Financial Post of Canada

Dear Sirs:

Without any obligation on my part, please send me copy of The Financial Post. If I like the paper I will remit $3 subscription price for same.

Yours very truly,

.....

.....

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

AGENCY WANTED

GROCERS—WE CAN PUT YOU IN LINE for the big profits—don't let the other fellow grab them all the time. Get in on the ground floor and manufacture your own goods; easily done in spare time. Write us to-day, we will show you how to get up to 500% profit. Address Box 220, Grocer.

WANTED

GENERAL STORE, IN GOOD LOCATION, requires active partner to extend profitable business. State capital, experience, age, and other qualifications, with references. Box 222, Canadian Grocer.

WANTED BY EXPERIENCED GROCER, position as manager of grocery business. Advertiser has had charge of the buying, advertising and window display of one of the largest grocery stores in the country. Address Box 222, Canadian Grocer.

GENERAL STORE MANAGER WANTS situation in Western Canada. Address Box 221, Canadian Grocer.

AGENT WANTED.

WANTED A GOOD SALESMAN TO CARRY a side line, calling on Butchers, Grocers, and General Stores, with good saleable articles. Box 224, Canadian Grocer.

FOR SALE

AN EXCELLENT OPPORTUNITY TO SECURE a business that has been going continually for 29 years. Stock about $2,500, consisting of groceries, patent medicine, stationery, wall paper, china, crockery. A good opening to add staple dry goods and shoes. Will rent or sell store. Owner wishes to retire. Apply to E. Richards, Melbourne, Ontario.

Make your genuine but strictly temperance

Lager Beer

at home with pure

Hop Malt Beer Extract

Agents wanted—no license necessary. Write for particulars and terms.

HOP-MALT COMPANY

Dept. 52. Beamsville, Ontario

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The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

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JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

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We are now located in our new and more spacious warehouse at

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CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

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Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

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We are Wholesale Importers of

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Washing Clothes Without Rubbing

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LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER

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NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

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Try MANN & CO. for

FANCY POULTRY

Roasting Chickens, Boiling Chickens, Ducks, Geese, Turkeys.

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BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

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In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
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SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
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48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

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YOU do not have to sell them—they'll sell themselves if you give them a place on your counter. The boxes, by reason of their great attractiveness catch the eye, the goods make their own appeal. The quality and flavor—and the pleasing packages—lead to repeat business.

GO after the 5 cent business hard—the business that lets you keep the change, that coaxes nickels from purses and pockets, that attracts children, that swells your day's cash sales.

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Limited

LONDON CANADA

1925